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# SOAP

## A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleansers, Deodorants, Polishes and Allied Products.

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Volume Five
Number Five

# The Editor's Page

## The Raw Material Markets

DURING 1929, a steady decline in prices for oils and fats carried the market to the lowest levels since 1926. The decline was gradual and without spectacular breaks. Available supplies were apparently sufficient to depress prices in the face of a demand that emanated from what was probably the greatest soap production in the history of the country. Factors which ordinarily would be construed as strong bullish influences, were ignored by the market as it moved downward. The threat of a sharp increase in the tariff on oils and fats had little or no apparent effect on prices.

The causes behind the decline seem to be epitomized in the simple refusal of soap makers to buy except at a price, and that price in the majority of instances was usually under the then current market. Stocks of fats and oils in the hands of soap makers were admittedly large, reports indicating surplus figures up to twice normal average. At no time was the soap maker forced to enter the market to cover requirements. Stocks accumulated and prices were to a great extent at the levels set by the buyer. When the price was to his liking he bought; otherwise, he did not.

Although the break in the stock market in October very probably added its influence to the drop in oil and fat prices, just as it did in all the commodity markets, it was not a basic cause. Oils and fats had been going down for the better part of the year prior to the break. In cotton oil, linseed oil and others of the more speculative materials, the effect of the market crash was quite apparent and may have been to some extent transmitted to the oil market as a whole.

In other soap raw materials, chemicals, essential oils and the like, mixed market movements through the year left prices as an average at the close just about where they were when the year opened. A few shortages developed and one or two items which had been selling far too cheaply for several years past staged rather sharp price advances. These were offset by declines in others.

For 1930, anticipation of market developments is clouded by the general business situation. Some economists look for a lowering of commodity prices during the first half of the year. On the whole, we are at loss to understand why, as most markets appear quite well stabilized and seem to have discounted the backwash of the stock market break. Essential oils, chemical and allied materials will probably see a continuation of mixed disassociated price movements over a narrow range. As to oils, fats and glycerine, it is our guess that they are close to bottom, and that the middle of the year will see higher prices than the present.

## Monopoly!

THE latest cry heard about the capitol in Washington supposedly from the so-called farm lobby is that the soap industry is a monopoly, and for this reason deserves no consideration in tariff matters. For those who have any knowledge at all of what is going on within the soap industry, this accusation is plain nonsense. Of course, coming from Washington where politicians throw around wild accusations with a free abandon, it is not surprising. It is just another of those funny incidents.

There are in this country some seven hundred firms which make soaps of various and sundry kinds in quantities from a few barrels per day up to a tremendous tonnage. As far as we can see, the fight for business consists of everybody lined up against everybody else. Competition is free, too free in fact, as is borne witness to by the sad state of prices for many soap products. Take soap powders, chip soaps, private brand toilet and laundry soaps, liquid soaps—prices lower and ever lower, and subject to the keenest of keen competition. And, soap prices generally at the same levels or below what they were prior to the war—and glycerine at prices where its recovery is without profit—and the largest soap makers fighting each other tooth and nail, along with the smaller units of the industry, for every dollar's worth of business available.

If these be the results of monopoly, then we

**Insecticide and Disinfectant Section Begins on Page 87**

suggest that the dictionary definition of the word be immediately revised. We also suggest that those making the accusation check up on the facts before they parade their ignorance further.

## The Tariff and Yellow Soap

THE tariff wrangle still drags on. Yellow soap makers await a vote in the Senate as to whether the duty on tallow and tallow supplements which include palm, whale and other oils, will be increased. If the full forty-five per cent duty asked by the fish oil-farm group is granted, it means the eclipse of the yellow soap industry, and when it passes out of the picture, along with it goes the market for 300,000 barrels of rosin, which is the normal annual consumption of that commodity in yellow soap.

Suffice it to say, therefore, that any increase whatsoever in the existing duty on tallow and the vegetable and marine animal oils, which serve as tallow supplements, is going to cripple the yellow soap maker and curtail the market of the rosin producer. Just how bad a cripple the yellow soap maker will be will depend on how much of a duty is put on his necessary raw materials.

Since the avowed purpose of the tariff bill now being framed is to aid the farmer, a question may be asked—how is the farmer going to benefit from a tariff on tallow and the other oils? He sells his livestock on the hoof and he gets the meat price for the tallow on them. The packer leaves the tallow on the carcass and in turn sells to the retailer at the meat price, and the retailer sells it to the consumer at the meat price. The subsequent sale of the tallow to the soap maker by the renderer has nothing to do with the farm picture. Just how the farmer could benefit from a tariff on tallow and the tallow supplements, in view of the fact that he is already getting the meat price for every pound of tallow which he produces, is hard to see.

Some little inedible tallow is produced in the packing houses. The Blue Book of the American Meat Packing Industry states that from a 1,000 pound steer 4.5 pounds of inedible tallow are obtained. At current market prices, the tallow yield per steer is worth about thirty-five cents. Suppose a duty on tallow supplements and tallow were to raise the price of tallow above the price level it would normally hold. Would it be possible to transmit the almost infinitesimal increase in the value of a thousand pound steer back to the farmer? We doubt it. On the other hand, we think it obvious that the increase in the price of tallow and other necessary raw materials for yellow soap makers would cause a serious reduction in output or a complete elimination of yellow soap in the United States.

## A Standard Liquid Soap?

MANUFACTURERS do not all agree that there should be such a thing as a standard liquid soap. In fact, there are just as many who strongly oppose the idea as there are who favor it. The opponents point out that there is no more reason for having a standard for liquid soap, which is made in a myriad of types and qualities, than there is for standardizing other commodities where there is a wide variation in the products of different manufacturers. They also state that the setting of an arbitrary standard will tend to drag down certain qualities to meet a price even though it may be aimed to improve liquid soap quality in general. Discussion at the recent meeting of the Insecticide & Disinfectant Manufacturers Association brought out several phases of this subject.

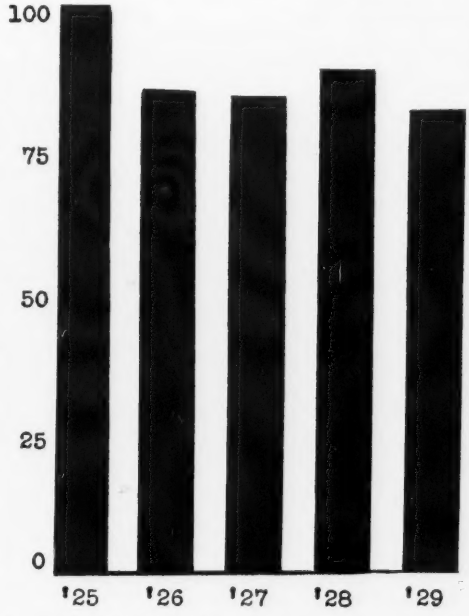
Irrespective of the merits of the arguments, we want to point out, as was pointed out at the meeting, that whether the liquid soap maker wants it or not, there *is going to be* a revision of the present Government Specification No. 27. It is far better, therefore, that the revision be made *with* the cooperation of the liquid soap maker rather than *without* it. If the revision is surely going to be made, it might as well be made with the intelligent guidance of the liquid soap manufacturer. For this reason alone, active cooperation by the Insecticide & Disinfectant Manufacturers Association, especially by the liquid soap makers among its membership, is essential to protect the industry.

## The Tariff Again

WHETHER the Hawley-Smoot bill will come up for final action this month is still a question. The bill has been subjected to so many proposed amendments that it is difficult for those on the sidelines to see clearly the exact proposed make-up of the measure. If the bill were adopted as originally planned by the House and Senate committees, there is no reason for the soap industry to worry. But, will it be? Some of these amendments may be adopted in whole or in part. The cotton and dairy states continue to make a strong schowing to increase the duties on all oils and fats. At any rate, continued vigilance is the price of safety for the soap maker. The Jones and Thomas amendments are dangerous. Whether you have written before or not, write to your senators again and impress upon them that you look for them to vote against these amendments, or any others of a similar nature.

# RAW MATERIALS *in* 1929—
## *The Markets Reviewed*

IN the course of the year just closed, the general average of all soap industry raw material prices declined about 8.6 per cent. This reduction was coincident with a drop in the average prices for commodities in general of some 9.5 per cent as shown by the yearly index figures of Bradstreets, Fisher, and others. The greatest fluctuation in the soap materials occurred in the oils and fats group, the steady decline in values in these products during the greater part of the year accounting for the major portion of the drop in the average.



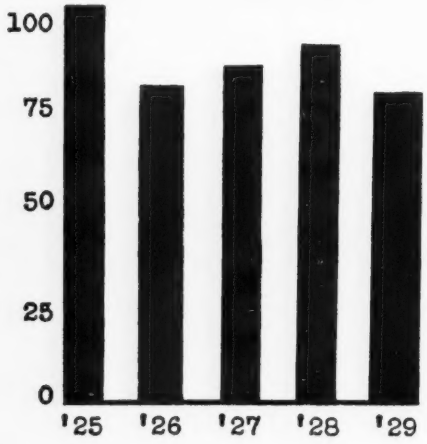

**Composite Indexes for all soap raw materials, compared to figure for 1925 taken as 100. Index for 1929 lowest for past five years, and showing a drop of 8.6 as compared with 1928.**

Looking back over the purchasing for the year by the soap industry seems to emphasize one outstanding feature of the markets. At no time were soap makers forced to enter the market for any of their important raw materials and bid for supplies. The buyers appeared to hold the whip hand during the entire period. Indications were that they had ample stocks of raw materials on hand at all times to permit their holding off purchasing at usually quoted levels. They were interested on the whole at prices only under the general run of the market. This seemed to have the effect of establishing a price on sales only to have it shaded shortly thereafter by buyers in quest of business. To borrow a phrase from stock market parlance, soap materials, especially oils and fats were in a "creeping bear market" throughout the great part of the year.

Indexes show that soap materials as a group are at the lowest levels of the past five years. Calculations for index charts were based on one hundred per cent, divided 60 per cent of for oils and fats, 20 per cent for essential oils, and 20 per cent for chemicals, which division was aimed to give a rough approximation of the relative values of the different raw material groups. In the charts, the figures for 1925 were taken as a base for calculations and given a value of 100. Other years were figured from this base and are comparable. Individual products in the different groups were weighted according to their importance and approximately to tonnage so that the index of each group, and hence the composite index, would more accurately reflect true conditions.

AT the close of the year, 1928, the price index of a picked group of oils, fats and greases, representing the most common materials of this kind used by soap makers, stood at 89 as compared to a base value of 100 at the same time in 1925. The ten items used in making up the index were: coconut oil, cottonseed oil, yellow grease, whole oil, olive oil foots, palm kernel oil, Niger palm oil, red oil, stearic acid and tallow. In the course of the year, each one of these products except red

## Average Prices for Oils and Fats



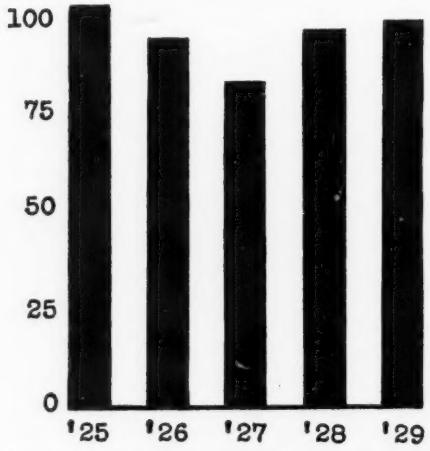

**Index of oil and fat prices of past five years, showing 15 point decline in 1929 from 1928. Individual oils and fats weighted as to importance. Based on ten products.**

oil declined in price. The decline in one oil was not any more marked than the drop in any of the others, all items approaching closely the general average decline which was about 15%. The index reading dropped to 77 at the close of the year.

Coconut oil opened the year in a weak position, with coast tanks priced at 8c lb. It continued to decline throughout the first seven months of the year in spite of the threat that tariff action might advance prices materially. Late in July, coast tanks were quoted at 6½c lb., an abnormally low figure, and copra was selling at 4c lb. European margarin interests were interested in the attractive quotations, and during August they bought oil in all markets, forcing prices up abruptly to 7¼c lb. Prices again slid off after the buying wave, and coast tanks closed the year at 7c lb. Cottonseed oil opened the year in fairly strong shape at 10¼c lb. for P. S. Y. oil, and soon advanced another ½c lb. A decline started in May, and by July the inside price was 9¼c lb. The stock break contributed to another decline in P. S. Y. oil which closed the year at 8⅞c lb. Tallow was also firm as the year opened, being quoted at 9c lb. It started to decline in April, and fell as low as 7⅛c lb. in July. It recovered to 8½c lb., but fell off again to 7⅞c lb. as the year closed. Olive oil and foots were low in price all through the year, due to large crops abroad. The greases were all also unusually low in price.

THE essential oil market opened the year with a number of oils very short on spot and priced unusually high. These included geranium, cassia, bergamot, cloves and sandalwood. As a result of the strong position of these oils, the index value of the ten leading oils and aromatics used by soap makers stood at 94, as compared with the base point of 100 for December, 1925. This represented a considerable gain over the same point in 1927 when the index registered only 81. In the course of the year recently concluded, geranium continued to stay at an abnormally high price, but cassia, cloves and bergamot fell off considerably from their high levels at the start of the period. In their place, anise and citronella advanced as the leaders of the market, stocks of both becoming short during the year due to reduced production, and prices accordingly above normal.

## Average Prices for Essential Oils



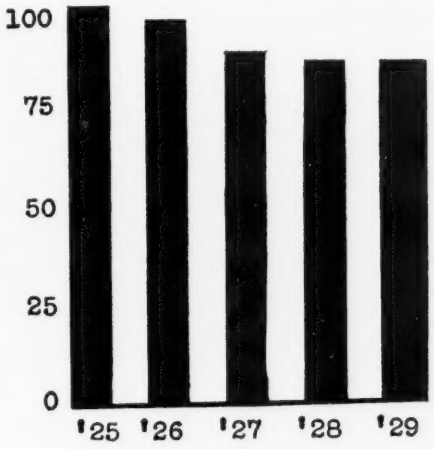

**Index of essential oil prices during 1929 as compared with four previous years. Several scarcities and sharp price advances during the year. Index based on ten oils.**

Anise opened the year quoted at 56c lb., and continued at this level until a shortage abroad sent prices up to 73c lb. early in March. Quotations rose as high as 82c lb. later in the year, these prices prevailing at the close. The shortage of stocks of oil citronella was evident at the start of the year. Quotations held firm at about 50c lb. until late June when a definite shortage forced the oil up to 62c. Another rise sent quotations up 10 points the following month, and continued shortage caused it to close the year at 82c lb. Both advances were

directly due to shortages following the low prices for two years preceding.

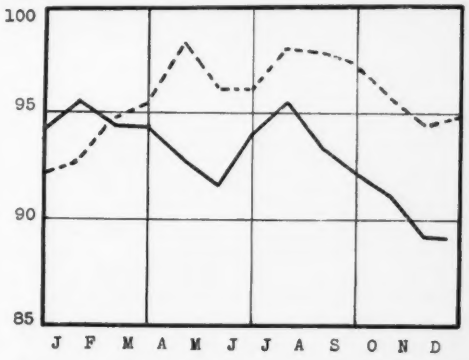
Geranium also opened the year in firm position, and advanced about the middle of June when replacement costs raised. At this point, the relative positions of the Algerian and Bourbon products was reversed, the former being priced higher for the first time in several years, although it is normally higher than the price of Bourbon. The advanced prices were maintained all through the year due to partial failure of the crop in the producing areas. Orange, lemon and bergamot oils were very strong through the early part of the year, as it was indicated that bad weather had damaged foreign crops. An unusually large diversion of domestic citrous fruits into oil manufacture caused a collapse of these prices early in May. The situation on cassia, which was described as acute early in the year, adjusted itself early in March and prices again returned to normal. But for the substantial declines in these two oils the general index of essential oil and aromatic chemical prices would have stood much higher at the close of the year. It registered only a two point gain, being figured at 96 at the close of the recent period. Then ten perfuming products used in making up the index were: oil anise, oil bergamot, oil cassia, oil citronella Java, oil cloves, oil geranium Bourbon, oil lavender, oil rosemary, terpineol and methyl salicylate.

## Average Prices for Chemicals




**Index for chemicals shows unusually stable market conditions at prices which are some 15 points under the figure for 1925. Minimum of market fluctuations in chemical group.**

## Commodity Index




**Index of general commodity prices in 1929 compared with 1928, showing decline of some 9.6 per cent as based on Fisher's Commodity index. Solid line is 1929; broken line 1928. Average 1923-25 taken as 100.**

THE chemical index at the close of 1928, based on ten representative weighted chemicals, was 84½, as compared with the December, 1925, base point of 100. The ten chemicals used were borax, caustic potash, caustic soda, fullers earth, dynamite glycerin, pumice stone, rosin, silicate of soda, soda ash and trisodium phosphate. Reductions in the price of rosin and glycerin during the period, coupled with a few small scattered rises in other products, caused a ½ point drop in the index to 84 at the close of the year.

The price of caustic soda was unchanged during the year, as were prices on soda ash, trisodium phosphate and silicate of soda. Alkali consumption reached another record during 1929, with production at capacity to keep abreast of demand. A slight recession was noted in the closing months of the year after the break in the security markets, but in spite of this, monthly shipments were greater than the totals for the previous year in every case.

B grade rosin was priced at $9.20 bbl. as the period opened, but declined to $8.40 in February due to heavy arrivals at concentration points. Another decline in April brought quotations to $7.45 bbl. A low of $7.50 bbl. for B grade was hit in June, followed by a recovery to $8.25 in July. Demand continued good during the next four months, and in spite of heavy receipts of rosin, quotations advanced. A contraction of demand in the closing months of the year caused a drop to $8.50 bbl. for B grade as the period closed. Large production of rosin and the introduction

(*Turn to Page 87*)

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Say you saw it in SOAP!

# *Rapid Determination of* Free NEUTRAL FAT in Soaps

By JOHN E. RUTZLER, JR.

*Pilot Laboratories, Inc.*

THE present methods[1] for the determination of neutral oil in soap or fatty acids are time consuming and tedious, although the results are quantitative. This fact provides a utility for a rapid quantitative method for the estimation of unsaponified oil in soap or fatty acids.

Lewkowitsch states[2], "In order to test for unsaponified fat (in fatty acids) 3 cc. are dissolved in 15 cc. of 95% of volume alcohol, and 15 cc. aqueous ammonium hydroxide is added." Geitel says[3] that under these conditions turbidity will appear if there is unsaponified oil present, and that if the amount of unsaponifiable matter present is large, the results of the test are not reliable.

This test has been examined critically by the author. A sample of coconut oil acids was prepared by saponification of the oil, and subsequent acidification of the soap. The acids were then neutralized in the presence of excess alkali, boiled, and the acids, re-liberated, using hydrochloric acid. These acids contained about 0.35% unsaponifiable matter. Several experiments were made using double the proportions suggested by Lewkowitsch. The net result was that upon making mixtures of acids containing known amounts of neutral coconut oil and proceeding to test as above, the test was found to be positive down to 0.078% neutral oil present. It was also found that if only half of the amount of alcohol specified is used, the oil particles do not become peptized, and the test is negative. The emulsions formed were not at all stable, because the ammonium hydroxide saponified the suspended oil particles within an hour or so.

Due to the fact that the blank experiment (no oil present) on the above acids showed a very slight haze, another sample of acids was prepared in a slightly different manner. The oil was saponified in the presence of approximately 15% excess alkali, a mixture of NaOH, and KOH being used. After standing in a warm place for five days, the soap was decomposed and the acids liberated by prolonged agitation with dilute sulfuric acid. The acid liquor was then changed, and the fatty acids agitated for four hours with a concentrated solution of sodium bisulfite in order to lower the amount of unsaponifiable matter present. They were then washed three times with fresh water, the wash water being completely removed each time. The acids were dried by heating to 80° C. under vacuum of approximately 700 mm. The unsaponifiable matter in these acids was about 0.10% after this treatment.

When the above-described acids were tested by the Lewkowitsch method, using double the quantities prescribed, not even a slight haze was noticed.

It was found that with these acids no amount of oil less than 1% could be detected using the Lewkowitsch test. It therefore became necessary to sensitize the test. This was done by mixing known amounts of technical white mineral oil with the fatty acids. Four preliminary experiments were made with the following results: one drop to technical white oil mixed with the fatty acids gave no turbidity; when two drops were used a slight haze was evident; when two drops of the mineral oil and one drop of neutral coconut oil were mixed with the acids a slight turbidity was noticed; finally, when four drops of the mineral oil were mixed with the acids great turbidity was evident.

The weight of 6 cc. of the acids was accurately determined to be 5.376 grams. The weight of one drop of the oil from which the acids were made was found to be 0.0124 gram. The oil was dropped from a pipette, the opening of which was very small. Next, the weight of one drop of technical white oil as dropped from another pipette was found to be 0.0175 gram. These weights were determined at 26 degrees centigrade, plus or minus two degrees. All subsequent work was performed at this temperature.

The next step was to make use of the emul-

[1] J. I. E. C., **18,** 1353 (1926.) Thomssen: "Soap Making Manual," p. 148.
[2] Lewkowitsch: "Chem. Tech. and Anal. of Oils, Fats, and Waxes, 1, 112 (1921).
[3] Ibid.

someter shown in figure 1. The emulsometer consists simply of an electric light (100 watts), shielded by a round container with a pinhole in the top. From the top of the container a pipe of small diameter extends upward. On the top of the pipe a Nessler tube is supported. Therefore the distance from the light to the Nessler tube is fixed. This distance was 93.2 centimeters in the case of the instrument used for the work here described. The purpose of the pipe is to obviate light reflection and disturbances so that the instrument may be used in daylight. Three preliminary experiments were made, using the emulsometer. Three drops of technical white oil were mixed with 6 cc. of the fatty acids, and one drop of neutral coconut oil added. This solution was neutralized with concentrated ammonium hydroxide, as prescribed by Lewkowitsch. The resulting emulsion was slowly poured into the Nessler tube until the light from the electric lamp was no longer visible. So much emulsion was necessary that the graduated capacity of the Nessler tube was exceeded. The test was further sensitized by using four drops of mineral oil, following the above procedure. The height of the emulsion in the Nessler tube at the point of light extinction was found to be 25.5 units. The procedure was repeated using one half of the amount of neutral coconut oil. It being impracticable to try to measure out a half of a drop of the oil, one drop was mixed with 12 cc., of the acids and to 6 cc. of the solution four drops of technical white oil were added. The solution was then neutralized as before. This time the emulsometer reading was 25.0 units. This data is just the reverse of what it should be. The difficulty was apparent, however, for on the same emulsion the height in the Nessler tube necessary to cause extinction of the beam of light became progressively less as its age increased. Whether this phenomenon is the result of partial coalescence due to saponification of the oil, or is due to a fairly large time factor in the peptization of the oil particles, is not immediately apparent. The phenomenon, however, does necessitate making the emulsometer readings at a given time after the formation of the emulsion.

The difficulties having been ironed out, the test was reduced to a quantitative basis by the following procedure. Six cc. of the fatty acids above described were measured very carefully in a 10 cc. graduate. Four drops of technical white oil were added to the acids, using a standard pipette. Again, using a standard pipette, the desired number of drops of neutral coconut oil were added. The graduate was then shaken as thoroughly as possible without covering the top. This solution was carefully poured into a 100 cc. graduate. After draining for a short time the 10 cc. graduate was thoroughly washed with 95% ethyl alcohol, the washings being put into the 100 cc. graduate, until the total volume in the larger graduate was 36 cc. The 100 cc. graduate was then rotated rapidly

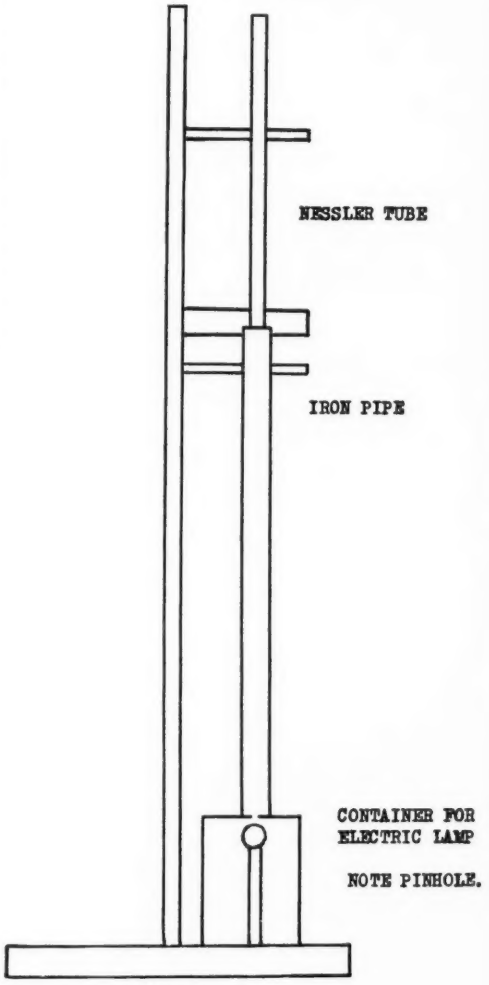



Fig. 1

EMULSOMETER

to secure a uniform solution. To this solution 30 cc. of concentrated ammonium hydroxide was added, the time at which the addition was started being carefully noted. The emulsion was then stirred with a clean glass stirring rod until the system began to foam. The system was allowed to stay in the graduate for three

minutes. Then it was slowly poured into the Nessler tube of the emulsometer until the yellow color of the light turned red, and was finally extinguished. The extinction point should be found before a total time of 4½ minutes has elapsed from the time of the first addition of the ammonium hydroxide.

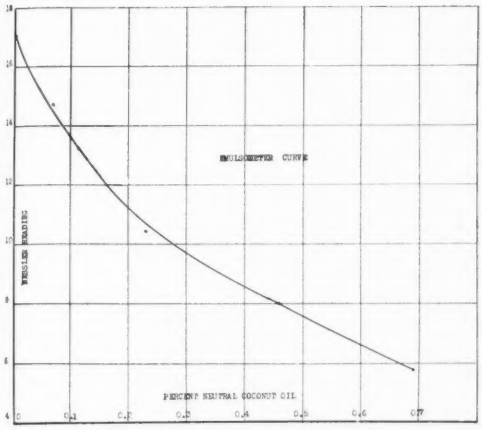



**Fig. 2—Emulsometer Curve**

The above experiment was repeated, using different quantities of oil. The following data was secured.

| Drops Mineral Oil | Drops Coconut Oil | Wt. Oil Gms. | % Oil | Wt. Acids Gms. | W't. Acids Taken Gms. | Nessler Reading |
|---|---|---|---|---|---|---|
| 4 | 0 | 0 | 0 | 5.376 | 5.376 | 17.0 |
| 4 | 1 | 0.0124 | 0.076 | 16.128 | 5.376 | 14.75 |
| 4 | 1 | 0.0124 | 0.115 | 10.752 | 5.376 | 13.25 |
| 4 | 1 | 0.0124 | 0.23 | 5.376 | 5.376 | 10.40 |
| 4 | 2 | 0.0248 | 0.46 | 5.376 | 5.376 | 8.0 |
| 4 | 3 | 0.0372 | 0.69 | 5.376 | 5.376 | 5.80 |

Plotting Nessler readings as ordinates and percent neutral oil as abscissae, the curve of figure 2 follows. This curve shows that as the percent of neutral coconut oil in the acids increases, the turbidity of the emulsion of oil in water increases and offers more resistance to the passage of the red component of the Tyndall beam.

In order to determine the percent of neutral oil in coconut oil soap, or fatty acids, it is only necessary to follow the test as described above, omitting the addition of the coconut oil. Of course, if the material to be tested is soap, it must first be acidified by any suitable method. After securing the acids, in any case, they should be subjected to a treatment with sodium bisulfite. If it is not desired to do this, and the unsaponifiable matter contained in the oil and acids is fairly constant in amount, the emulsometer curve can be re-made for any type of oil, by experiments similar to those described. From the Nessler reading, by reference to the curve, the percent of neutral oil present can be read directly.

American toilet preparations are popular in Bavaria, but with the exception of some articles, the competition from German and French manufacturers is very strong, according to Consul General C. M. Hathaway, Jr., of Munich. Practically all large American shaving soap companies are represented in Munich as also are two or three American tooth paste manufacturers. Sales of the two foregoing preparations were satisfactory so far this year.

Bath salts, in the form of cubes, shown to consist of 95 per cent of soda carbonate and 5 per cent of soda perborate, with slight additions of rose or pine perfume, have been held by the United States Customs Court, first division, to be dutiable at 25 per cent ad valorem under paragraph 5 of the tariff act of 1922, as a combination or mixture of chemical salts.

R. D. Stevens, head of the Vol-U-Meter Co., Buffalo, makers of drum filling equipment, inspection lamps and cleaning machines, recently announced the acquisition of Bruno Mfg. Co., Buffalo, and the addition of the latter's can and bottle filling machinery to the Vol-U-Meter line.

Hercules Powder Company established southern sales headquarters in Birmingham, Ala., January 1, with offices in the American-Traders Bank building. J. J. Grimes will be district sales manager serving the Carolinas, Georgia, Florida, Alabama, Tennessee, Louisiana and Mississippi.

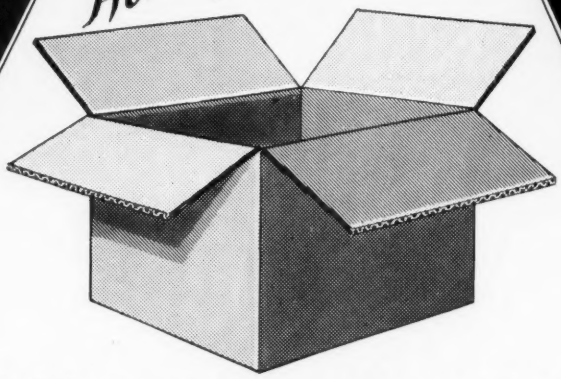
Werner G. Smith Co., Cleveland, Ohio, importers and dealers in vegetable oils, announce that V. H. Hunter, with offices in the Chanin building, New York, who has represented them in the metropolitan district, is now their exclusive sales agent in New York City and adjacent territory.

Roessler & Hasslacher Chemical Co., 10 East Fortieth street, New York, have opened a branch office at 62 West Richmond street, Toronto, Canada. Parke H. Masters, formerly of their Boston office, has been appointed manager of the new branch.

Exports of soda ash from United States during September, 1929, totaled 6,454,189 lbs., worth $105,990, with Japan taking 3,737,044 lbs. of this material at a price of $56,224.

# GIBRALTAR

*Scientifically Designed and Honestly Constructed*



## CORRUGATED CONTAINERS

ALL the care spent in the fabrication of your company's product can be set at naught in that brief interval from the time you send the shipment on its way until your customer unpacks the goods. That's when you need the extra assurance that you get from the scientific design and honest construction of GIBRALTAR CORRUGATED CONTAINERS—the assurance that your product will reach its destination in the proper condition.

You can't go along with every consignment, but you can make sure that your shipment will have the very best protection that modern package experts and container builders can devise.

Let us show you, without obligation, how GIBRALTAR service can help you.

**GIBRALTAR CORRUGATED PAPER CO., Inc.**

**NORTH BERGEN - - - - NEW JERSEY**

Say you saw it in SOAP!

# The Use of GLYCERINE *in Some Leather Operations*

By PAUL I. SMITH
*Nottingham, England*

IN these days of over production, keen competition and restricted foreign markets due to increased import and safeguarding duties, the manufacturer is forced to encourage wholeheartedly home methods of utilizing his particular commodities. Thus the soap manufacturer is generally believed to be intent upon both encouraging and exploiting those industrial processes which consume detergent agents and glycerine. Dealing with the latter product, the present writer intends to describe a useful and little appreciated industrial application and one which may well be developed further.

Glycerine finds a ready use in the leather industry, although its utilization can be traced back only a few years. Practically all of its many and interesting applications depend upon its unique property of absorbing moisture from the atmosphere and thus rendering leather soft and full. Before discussing the actual processes in which glycerol is employed, a few words about its manufacture and properties.

AS is quite generally known, all natural vegetable oils and fats are esters, simple and complex. Their constitution is comparatively simple and similar to the lower fatty acid esters, such as ethyl acetate and butyrate. They are composed of a high molecular fatty acid in combination with an alcohol, usually glycerol, which is a tri-hydroxy alcohol, capable of combining with three molecules of fatty acid to form a fully saturated fat. An excellent example of the latter is stearin or tristearate, made up of three molecules of stearic acid in association with one molecule of glycerol.

By the ordinary process of hydrolysis achieved by means of boiling water, steam, alkalies and lipolytic enzymes, it is possible to break down the oils and fats into their constituent fatty acids and glycerines. The industrial process of saponification depends upon the action of caustic soda or potash solutions. In this case there are formed metallic salts of fatty acids known as soaps and free glycerol in the alkaline lyes. The percentage of glycerol in the lyes varies from about 4 to 5 per cent. Approximately 20 tons of lyes containing 4 per cent glycerol will yield 1 ton of 80 per cent crude glycerine. There is a tendency among manufacturers to concentrate the lyes to about 10 per cent before evaporating.

IN the manufacture of chrome boot and shoe upper leathers, special care has to be taken that the leather is soft and workable when dried out after dyeing. It has been found that the addition of a little glycerine to the fat liquor after dyeing ensures that the finished leather will feel full and supple when finished. The best method of accomplishing this is as follows: For twenty dozen box calf, the following mixture is recommended and may be regarded as typical:

2% sulphonated mineral oil.
1% pure flake soap.
½% glycerine.

THE soap is usually boiled in about two gallons of boiling water and the oil added slowly, stirring the mixture well during the addition. At this stage the glycerine may be added and the liquor emulsified, if desired, in a special centrifugal mixer. The ordinary method of using the above mixture is quite simple. After the goods have been dyed and all the creases and folds removed by machines, they are worked in a hot solution of the fatty matters mentioned above. The temperature should be about 115° F. Many tanners fat liquor in the spent dye bath as then no color is stripped from the leather and a constant heat is maintained. After working in the fat solution for at least three hours, the skins are left to drain on wooden horses for about twelve hours. At the end of that time the calfskins should be passed through special setting machines to remove all creases and wrinkles, then a little 50 per cent glycerine solution smeared over the grain. The object

of this application is to render the surface of the leather smooth and level and to increase the full soft feel of the finished leather.

Before drying, they are set out by hand to obtain the maximum "feetage" or area. This latter process is performed on a sloping glass table and the men work over the leather with small brass slickers, which are thin rectangular sheets of brass set in wooden handles. The leather is finally nailed on large boards in specially heated stoves. When quite dry the calfskins are softened by machine and passed through special finishing processes until they become box calf familiar to the public.

ANOTHER important use for glycerine is in the preparation of leather finishes and blacking varnishes for shoe uppers. Flemming, the famous tanning authority, gives the following recipe for a leather varnish containing glycerol: "Disolve 2 parts of gelatine (isinglass) by boiling in 32 parts of water. To this solution add 1 part of indigo and 64 parts of water. Let the solution cool and place it so as to be able to see that the mixture is not so thick, as the heat of the shop or summer weather has much to do with the amount of water the gelatine will absorb. The mixture should be like a thin jelly. It is prepared by heating the gelatine a little and straining through cheesecloth; then mix equal parts of alcohol, gum and gelatine and stir until the mixture gets thick. Whilst stirring add to each gallon of the mixture 1½ parts of glycerine. When well set, the mixture is ready to be applied to the leather. Two thin coats should be spread evenly over the grain with a or soft hair brush in a warm room. Let the first coat get dried in before applying the second. After the last coat is absorbed, glaze the leather slightly by hand to produce the soft feel the stock had before the varnish was applied."

IN the manufacture of vegetable tanned calfskins for bookbinding purposes, glycerine is frequently used to obtain the requisite softness combined with firmness. The consistency of the fat liquor mixture gives some indication of the general use of glycerine in the production of this particular class of leather.

2% Oatmeal
1% Pure flake soap
2% Neatsfoot oil
3% China clay
½% Glycerine.

After drumming in the above mixture the goods are generally horsed up over night, then struck out and nailed on boards to dry. Afterwards they are softened by machine, rolled and measured ready for sale.

THE famous French white Kid manufacturers use appreciable quantities of glycerine. White Kid and similar leathers are made by first treating the prepared goatskin, lamb and sheepskins with a strong solution of alum and salt which tans or "taws" the skin substance. After three or four hours in the alum, the goods are dried out in cool sheds, then treated with the following mixture:

3% French chalk
3% China clay
4% Oatmeal
1% Glycerine
2% Neatsfoot oil
2% Flake soap.

The usual procedure is to drum the skins in the mixture for about six hours, then allow to drain for twelve hours. They are then hung up to dry in a cool shed, softened by machines, chalked and rolled.

## Essential Oil Dealers Meet

Members of the essential oil dealers' organization held their first annual dinner at the Hotel Roosevelt, New York, the evening of Dec. 18. About forty representatives of practically all of the prominent houses were present. Following a short business meeting the diners were entertained by a male trio, with singing and instrumental numbers. P. R. Dreyer, of P. R. Dreyer, Inc., is president of the association.

National Adhesives Corporation, New York, held its Annual Sales Convention in New York City on December 19, 20 and 21, 1929. Representatives from the various factories in the United States and Canada were present, as well as a representative from the new plant in England. The entire group visited the main factory of the corporation at Dunellen, N. J., to inspect the workings of a modern glue factory. The convention came to a close on Saturday night with a banquet at the Hotel Pennsylvania.

Australia ranked as the sixth best market for American toilet preparations during 1928, purchasing over $500,000 worth, being exceeded only by the United Kingdom, Canada, British India, Philippine Islands and China.

T. L. Stirling, salesman for Hercules Powder Company, formerly with the Wilmington office, is now stationed at the Chicago office.

# Trade Marking by ODOR

By Robert A. Engel

*Givaudan-Delawanna, Inc.*

INDUSTRIAL perfuming has made gigantic strides during the past year or two. Odor is becoming an ever increasingly important factor in modern industry. In addition to making the product do its work satisfactorily, and packaging it correctly, manufacturers have attacked the problem of making the product smell right. Recognition that ill-smelling products or packages represent a distinct increase in sales resistance has been coincident with the expansion of interest in industrial perfuming. People like things which have pleasant odors irrespective of what the products happen to be, and in present day competition, the likes and dislikes of the ultimate consumer, no matter how trivial they may appear, cannot be ignored.

Impressions are received through our senses. Those senses which have played the biggest part in selling and advertising in the past are the sense of sight and the sense of touch. To this has been added in recent years, especially as a result of the popularity of the radio, the sense of hearing as an important advertising element. The sense of smell has been a factor from the sales angle in certain classes of goods such as soaps, toilet goods, foodstuffs, tobacco products, and a few others. In merchandising the great part of other goods having wide sale day in and day out, however, the sense of smell has been quite generally neglected until recently.

There is a queer psychological twist in all of us when we will demand that the soap which we use to wash our hands shall have a pleasant odor, and then cover those selfsame hands with a pair of new leather or silk gloves which carry a most disagreeable odor. We read advertisements of well-perfumed soaps in a magazine printed on coated paper which has anything but a pleasant odor, or in a newspaper where the odor of the ink makes the reader constantly conscious of its presence. While we eat something of delicate taste and aroma appealing both to taste and smell, we are aware that our shoes have just been shined and that the odor of the polish might be more in keeping with the looks of the shoes, or that we have had our suit dry-cleaned and the residual odor of the solvent remains and might to advantage have been covered with something more pleasant.

MANUFACTURERS have been coming to the conclusion rapidly during the past year or two that inherent unpleasant odors are not altogether necessary. They are beginning to show appreciation of the fact that fish glue does not have to smell quite as bad as it really does, that dry cleaning fluids, polishes, and the like can actually carry pleasant odors, that the odors of textiles, leather, paper, ink, and a host of other things can be materially improved. In other words, what has been the case with soaps, toilet goods, and kindred products for years and years, bids fair to spread to other fields as a result of the growing belief that a pleasant odor is a greater sales asset than an unpleasant one.

Just as a poor product in a good package will not sell, and a good product in a poor package meets the maximum of sales resistance, a well perfumed product which has little to recommend it outside of being well perfumed, will fail. The right odor in the right place is just one of a dozen things in the make up of any product and its package. Its presence hinges upon the presence of the other factors making for success. Its absence, however, is one important sales argument omitted. In this very connection, an examination of certain packages is interesting. The package may be of the proper shape and proportions, well designed and printed. It may have all the assets of a good package with one exception,—the paper stock or the ink may carry an unpleasant odor which may be imparted to the enclosed product or may be decidedly out of keeping with the product, especially if that product be a foodstuff, a perfumed soap, a toilet article, or the like. There is certainly opportunity for thought here. If a product has a characteristic odor, why should not the package itself carry the same odor and reveal this fact? Why should not the odor of the package be part of the trade mark itself, an odor-label by which the product can also be recognized?

There is, indeed, a fertile field for the manufacturer, for example, of metal polishes, silver,

# NEWPORT PALE WOOD ROSINS

SUPREME QUALITY, ABSOLUTE CLEANLINESS, POSITIVE UNIFORMITY, DEFINITE ECONOMY ARE DEPENDABLE REASONS FOR THE EXTENSIVE UTILIZATION OF NEWPORT WOOD ROSINS IN LAUNDRY SOAPS, ANIMAL DIPS AND DISINFECTANTS.

**A NEWPORT PRODUCT**
***Therefore Unexcelled***

***Sold the world over by***

## General Naval Stores Company

**Incorporated**

| | | |
|---|---|---|
| NEW YORK | CHICAGO | CINCINNATI |
| PHILADELPHIA | NEW ORLEANS | MINNEAPOLIS |

***The oldest and largest organization in the world exclusively engaged in selling "Steam Distilled Wood Turpentines," Pine Oil and Wood Rosin***

Say you saw it in SOAP!

and automobile body polishes, who is willing to spend a little money in order to give his product a pleasant odor, and at the same time, properly to advertise it so that it receives the publicity which it will deserve. The one who succeeds in doing this most cleverly will reap the harvest, and the products will be in a class by themselves insofar as the consumer's opinion is concerned. It is merely a question of educating people to the fact that an ill-smelling product is not a necessary evil, and the manufacturer should be aware of the fact that merely because he does not receive complaints is not an indication that the consumer is entirely satisfied with the odor of his product. The sense of smell is a most delicate one, and once the public is familiar with the fact that it can purchase a product which is really a pleasure to use, from an odor standpoint, it will indeed buy it in preference, for example, to an older type of polish, which may be every bit as good in cleaning qualities, but lacks the odor appeal.

WHAT has been said here regarding polishes also holds true for hundreds of other consumer products on the market which have a far from pleasant odor. There again, the manufacturers base their opinion of their product on the fact that they do not receive complaints. So long as the public is not educated to know better, it, naturally, will not complain about odor, for it has been led to believe that the bad odor is necessary and that nothing better can be made.

The selling appeal of pleasant odors is gaining greater momentum each day, and while it is true that there are tremendous potentialities in this direction, there will be a large number of persons who will be convinced that this is all hokum and will say that they tried it and "it did not work." These will be the ones having only half visualized the possibilities lying in the use of pleasant odors, who believe that by paying a few cents for some ill-smelling product, supposedly a deodorant, and putting a certain amount of this in their product that they will have done all that is necessary.

In order to get a maximum return on the investment in a pleasant odor, the same marketing principles hold as in any other new feature. The proper publicity must be given so that persons will know precisely just how much better your product is, new advertising methods must be devised playing up to this selling appeal, and the product itself must be labeled in such a way that the consciousness of the better odor is ever present to the prospective purchaser. You have a better product and it deserves a higher price, but the important point is that the odor must be so much superior that there is no questioning that your offering merits the few additional cents in your cost.

A SPECIFIC example of the importance of proper advertising, packaging and publicity comes to mind in the case of manufacturers of toilet paper who had only a partial conception of the possibility of scenting their product. All mechanical and technical difficulties were overcome, and finally the product was offered to the consumer. They were indeed disappointed to find that after it had been on the market some time, they had so'd practically none and they were just about on the point of condemning the whole idea when a new sales manager came to them. This man had a clear conception of the possibilities and the methods of handling this new specialty, and he therefore immediately revised the whole selling plan. In the first place, he dressed the product up in a new package of a modernistic design and treated it entirely as at specialty, and gave it publicity as such. Within a short time, he had put the new paper over and made a considerable success of it.

In the past year, we have been in an excellent position to get a perspective view of just what work is being done in various industries and the attitudes taken. If a general statement can be made, it is that the possibilities of this new sales appeal are clearly visualized by leaders in numerous industries. They are having their laboratories work in the development of methods whereby pleasant scents can be added to their products so that, in addition to having greater merit, it will in time create an "odor trade mark," which, once having fixed their product in the public mind, will help to fix it permanently. This is not an exaggeration because you know how often some scent which you have not smelled for a number of years, if again brought to you, will immediately conjure up old memories with which you have associated that particular odor. "Roxy" Rothafel certainly appreciates the value of this fact and capitalizes on it by having a pleasant odor disseminated in his well known New York theatre. How strongly he feels this can best be indicated by quoting from a bit of advice he recently gave theatre operators at a convention in Pinehurst, N. C. "I find out what perfume is most popular, and I spray a delicate suggestion of that perfume through my house. Then wherever the patron encounters that same fragrance he or she is reminded of the Roxy. It is better than a myriad billboards." The cost for this is to be included in the advertising appropriation.

The appeal of late years is that which has

# FOR YOUR PRIVATE LABEL

## SOLVAY FLUF

*(Trade Mark Registered)*

Fluf makes an ideal cleanser to add to your line of products because it produces the largest package with the lightest weight. Fluf is an extra light soda ash made especially fluffy, bulky and light by a process exclusive with Solvay.

## SOLVAY SUPER CLEANSER

*(Trade Mark Registered)*

This ideal cleaner and cleanser for general cleaning is efficient, effective and entirely soluble in water. Super Cleanser contains no harmful ingredients nor inactive filler. It is *all active cleanser.* Solvay Super Cleanser is good enough to *beat* competition and can be sold at a profitable price.

## SOLVAY Snowflake Crystals

*(Trade Mark Registered)*

Pure white, crystalline, immediately and entirely soluble, Solvay Snowflake Crystals are an excellent water softener and effective soap saver. Perfect solubility enables this mild cleanser to do its work without leaving a residue. Snowflake Crystals also make the most perfect base for bath salts.

PUT Solvay quality into your packages and get more out of your private label trade. Write today for prices and booklet SC7.

SOLVAY SALES CORPORATION

*Alkalies and Chemical Products Manufactured by The Solvay Process Company*

40 RECTOR STREET NEW YORK CITY

SOLVAY PRODUCTS

Say you saw it in SOAP!

been made to our eye, and that this has been a success will not be denied by anyone. Colors will continue to play an important role, and now allied with a pleasant odor, we move one step nearer the perfected product. As color and shape of a trade mark have been outstanding in product recognition, just so can your product be marked and recognized by its odor, and that odor does not have to be anything but pleasant.

## October Glycerin Imports Lower

Imports of crude glycerin into United States during October, 1929, amounted to only 765,775 lbs., worth $41,828, as against 971,204 lbs., valued at $54,829, during the month of September, 1929. Imports of refined glycerin were considerably larger than in the previous month, totaling 192,745 lbs., valued at $17,462, as compared with 137,556 lbs., worth $12,667, during the previous month. Additional figures giving the yearly change in glycerin imports are given below in pounds:

| | Refined | Crude |
|---|---|---|
| Entire year 1923..... | 585,792 | 14,548,660 |
| Entire year 1924..... | 1,500,644 | 14,427,054 |
| Entire year 1925..... | 2,059,565 | 19,248,695 |
| Entire year 1926..... | 10,732,246 | 27,701,142 |
| Entire year 1927..... | 8,268,071 | 14,784,615 |
| Entire year 1928..... | 4,287,587 | 4,501,727 |
| Jan.-Nov., 1929 ..... | 5,200,024 | 14,841,199 |

## September Soap Exports

Toilet and fancy soaps, to the amount of 538,065 lbs., valued at $169,521, were exported from United States during September, 1929, with the Philippines, the chief consumer, taking 121,648 lbs., for $24,021. British India bought 53,443 lbs. at a price of $23,242. Exports of laundry soap during the same period totaled 4,520,691 lbs., worth $305,812, with Canada taking the largest amount, 1,077,520 lbs., worth $81,828. The Philippines bought 894,787 lbs. for $48,280, and the Dominican Republic ranked third in purchases, with 790,231 lbs., at a price of $59,772. Powdered and flaked soaps, totaling 263,207 lbs., worth $28,130, were exported during September, with Canada taking 140,764 lbs., for $13,850. Exports of scouring soaps and powders totaled 856,462 lbs., worth $65,741, the chief buyer again being Canada, with purchases aggregating 255,167 lbs. of material, valued at $14,958. Shaving soaps totaling 133,055 lbs., worth $61,208, were also exported, with Italy taking the largest amount, 39,862 lbs., worth $12,370. Other soaps, to the amount of 826,083 lbs., valued at $66,115, were exported from United States during September, 1929. United Kingdom taking 503,899 lbs. for $21,063.

## Soaps in Cleaner-Dyer Exhibit

The twenty-third annual convention of the National Association of Dyers and Cleaners will be held in Dallas, Texas, January 21-24. At this meeting manufacturers of machine, equipment and materials used in the dyeing and cleaning trades will exhibit their products, among these being a number of manufacturers of soaps and cleaning compounds. Local and sectional exhibits at the various cleaners' conventions have been discontinued during the past year, and the cleaners have not had the opportunity to view the latest in machinery and supplies since the Memphis convention a year ago. The displays will accordingly be very complete, and will be located in both the Hotel Adolphus and the Baker. They will be open during the evening as well as in the day time. Among the exhibitors will be the following:

**American Cyanamid Sales Co.**—Will exhibit their moth-proofing process known as **Konate.** They will show the solution used and a new piece of equipment for its application. Booth in charge of C. G. Wittwer and M. H. Beakes. B 67-68.

**Armour & Co.**—Will exhibit their soap products. Booth in charge of T. M. Galvin, H. E. Harrington and W. C. Dudley. B 41.

**Beltine Chemical & Mfg. Co.**—Will exhibit a complete line of soaps and other chemical products used by the industry. B. 37.

**Darco Sales Corp.**—Will exhibit Darco decolorizing carbon. Booth in charge of L. M. Gill. B 57.

**Davies-Young Soap Co.**—Will exhibit their soaps and dry cleaning products. B 69.

**Huntington Laboratories**—Will exhibit their **Eagle Brand** potash soaps. These include dry cleaning soaps, wet cleaning soaps, rug cleaning soaps, soaps for use in clarification systems using filters, and strong soap solutions. B 33.

**Warren Soap Mfg. Co.**—Will exhibit dry cleaning and wet cleaning soaps for all purposes. Exhibit in charge of H. Bixby. B 39.

**Industrial Chemical Sales Co.**—Will exhibit **Nuchar** decolorizing carbon.

Castile soap to the amount of 558,493 lbs. was on hand in bonded customs warehouses on Oct. 31, 1929. Stocks of toilet soap in warehouses totaled 193,846 lbs. on the same date.

# PROGRESS

JUST as the world is becoming "air-minded" because of the remarkable progress of aviation so have many prominent industries become "Diamond-Alkali-minded" because of its constant unvarying uniformity and purity. It has proved its absolute dependability year in and year out in vital manufacturing processes where alkali quality is of paramount importance. Its reputation for quality has become nation-wide.

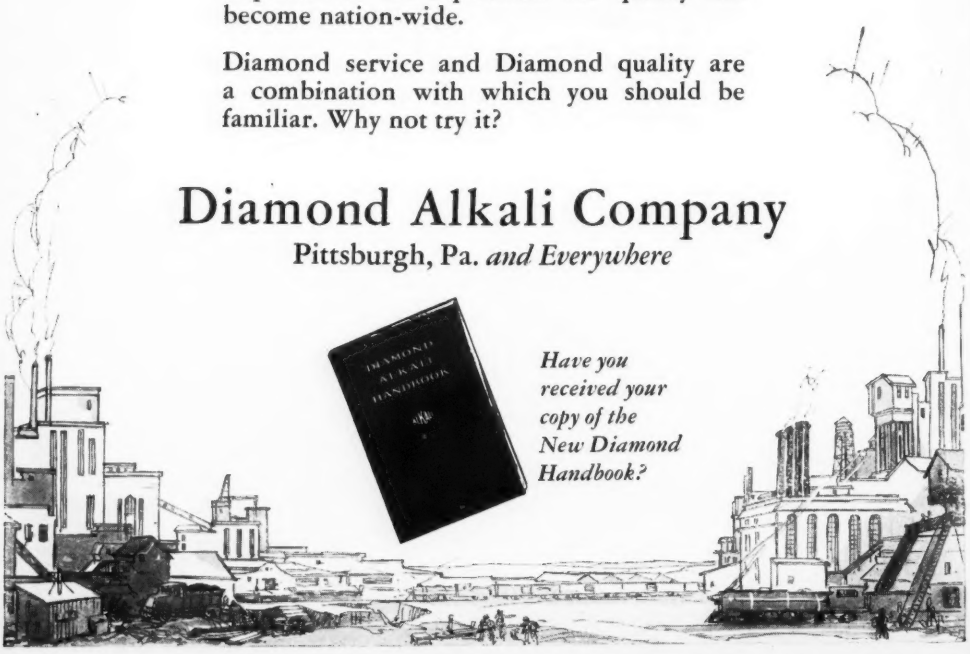
Diamond service and Diamond quality are a combination with which you should be familiar. Why not try it?

## Diamond Alkali Company

Pittsburgh, Pa. *and Everywhere*




*Have you received your copy of the New Diamond Handbook?*



# To Spend $3,000,000 in Soap Campaign

AN enlarged program of activities calling for expenditures of approximately $3,000,000 during the next three years was approved by the directors of the Association of American Soap and Glycerine Producers, Inc., at the annual meeting held in Chicago, December 11th. Continuing its policies of the past three years, the Association will seek to stimulate further the use of soaps and cleansers and to broaden the market for glycerine. The new appropriation represents a 100 per cent increase over the previous budget.

All officers and members of the Board of Directors were re-elected. The officers are: Sidney M. Colgate, of the Colgate-Palmolive-Peet Co., president; R. R. Deupree, of the Procter & Gamble Co., vice-president; Dr. J. S. Goldbaum, of Fels & Co., secretary and treasurer; N. S. Dahl, of John T. Stanley Co., assistant treasurer; and Roscoe C. Edlund, manager of the Association, assistant secretary.

The members of the Board are Stockton Buzby, Procter & Gamble Co.; Sidney M. Colgate, Colgate-Palmolive-Peet Co.; F. A. Countway, Lever Brothers Co.; N. S. Dahl, John T. Stanley Co.; N. N. Dalton, Colgate-Palmolive-Peet Co.; R. R. Deupree, Procter & Gamble Co.; Edward Douglass, Jr., Los Angeles Soap Co.; G. A. Eastward, Armour & Co.; J. S. Goldbaum, Fels & Co.; E. G. Holloway, James S. Kirk & Co.; Felix Lowy, Colgate-Palmolive-Peet Co., and H. C. Stanton, Swift & Co.

In addition to the above the following organizations are also members or contributors to one or more funds of the Association: Cincinnati Soap Co., Haskins Brothers & Co., Iowa Soap Co., Larkin Co., Beach Soap Co., Kirkman & Son, Allen B. Wrisley Co., Emery Industries, Harkness & Cowing Co., Hewitt Brothers Soap Co., Lightfoot Schultz Co., Lysander Kemp & Sons, Orford Soap Co., Harley Soap Co., Celina Stearic Acid Co., Kendall Manufacturing Co., Enoch Morgan's Sons, Pine Tree Products Co., George A. Schmidt & Co., and the Will & Baumer Candle Co.

According to the report of expenditures, more than $900,000 was disbursed in 1929. This represented a substantial increase over expenditures for previous years. The $3,000,000 fund needed to carry out the plans of the Association during the next three years is covered by member company contracts. Twenty-nine companies supported the work of the Association in 1929. Several new members were received at the Chicago meeting.

ROSCOE C. EDLUND
General Manager

SIDNEY M. COLGATE
President

IN the cleanliness educational program for 1930, advertising will continue to be an important factor. Plans for increasing its effectiveness include a closer connection with the activities of Cleanliness Institute, the educational organization established by the Association to carry out its cleanliness campaign. What has been already accomplished was briefly outlined in the report of Roscoe C. Edlund as follows:

"The movement has gained the support of leading public health authorities and health organizations. Cleanliness Institute's School Service is definitely establishing cleanliness education as a factor in school curricula throughout the nation. Through the publication of school readers for all grades, through outlines of cleanliness teaching and other literature for teachers, and through our professional school service staff, we are making available to school administrators, methods of systematic cleanliness teaching intended ultimately to reach 29,000,000 children in the United States. Through advertising and publicity in the public press, in special and general magazines, and through publicity in non-commercial radio broadcasting hours, we are constantly stressing soap and water cleanliness in interesting, newsy, and serviceable forms, to millions of people in all states of the Union.

"As the result of the cooperation secured from other industries and factors, cleanliness has become a feature in the advertising of important gas companies and in the program of the American Gas Association; a $150,000 advertising campaign based on cleanliness has been instituted by a great towelling manufac-

(*Turn to Page* 85)

# ALL DAVIES-YOUNG SOAPS ARE MADE UNDER LABORATORY CONTROL

SOLD THROUGH JOBBERS EXCLUSIVELY

**We make a Specialty of These Soaps**

**LIQUID SHAMPOO**
**SHAMPOO BASE SOAP**
**SHAMPOO PASTE**
**LIQUID TOILET SOAP**
**TOILET BASE SOAP**
**SURGICAL GREEN SOAP**

In addition to the soaps listed above we make many other kinds — all under laboratory control.

An exacting chemical analysis insures the uniform composition of these soaps.

We will gladly send you samples and prices of any soaps in which you are interested.

**THE DAVIES-YOUNG SOAP COMPANY**
**DAYTON - OHIO**

Say you saw it in SOAP!

## Rosin Inspection Gaining

Federal inspectors working under the service feature of the U. S. Naval Stores Act, graded 10,727 more round barrels of rosin in the first four months of the present fiscal year than was graded under the act in the same month of the year before, says Dr. F. P. Veitch, in charge of naval stores control, Food, Drug, and Insecticide Aministration, U. S. Department of Agriculture. In the period July-October in 1928, the total amount of rosin graded was 72,320 round barrels; in the same month of 1929 the total was 83,047 round barrels.

The Government renders the service for the benefit of both the producer and the consumer, and the revenue from the service is barely sufficient to cover the cost of it.

The Department of Agriculture is making plans to meet any additional requests for Government grading which may come from producers not served at present.

## Retail Trade Found Satisfactory

An increase in sales volume during the first three weeks of November was reported by a majority of the 157 department stores surveyed by the National City Bank, according to the *New York Herald Tribune*. Of these 157 stores, said to be geographically representative of the entire country, 82, or 52 per cent, reported increases over last year; 22, or 14 per cent, reported sales practically unchanged from the corresponding period in 1928; while 53, or 34 per cent, reported decreases ranging from 1 to 30 per cent and averaging slightly over 7 per cent. This was also the average percentage of increase reported, increases ranging from 1 to 43 per cent. Assuming that all the stores were of approximately the same size and that all gains and losses could be given the same weight, a small net gain would seem to be indicated.

Imports of castile soap into the United States during November, 1929, totaled 230,900 lbs., worth $26,072, as compared with 293,664 lbs., valued at $33,904 during the same month in 1928. Imports of toilet soap during November, 1929, amounted to 238,060 lbs., valued at $70,402, as against 171,961 lbs., worth $47,761, during November, 1928.

Damage estimated at nearly $1,000,000 was caused by a fire at the Barrett Co., coal tar products plant in Philadelphia recently. The fire originated in a one-story brick building in which large quantities of tar and felt were stored. Stills of highly combustible tar in the plant added to the danger.

## Lever Bros., Ltd., Building Plans

Plans calling for the construction of a new £1,000,000 structure on the site of Lever House, Black Friars, London, the present headquarters of the Lever interests, have recently been announced by that company. After the recent merger with Margarine Union the Lever House was found to be inadequate for housing the 1,200 employees of the combined companies, and as it is considerably out of date it will be torn down to make way for the new building. This will occupy the same space as the present structure, but will be several stories higher. Until it is completed the staff will be housed in several buildings in the city of London.

## Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

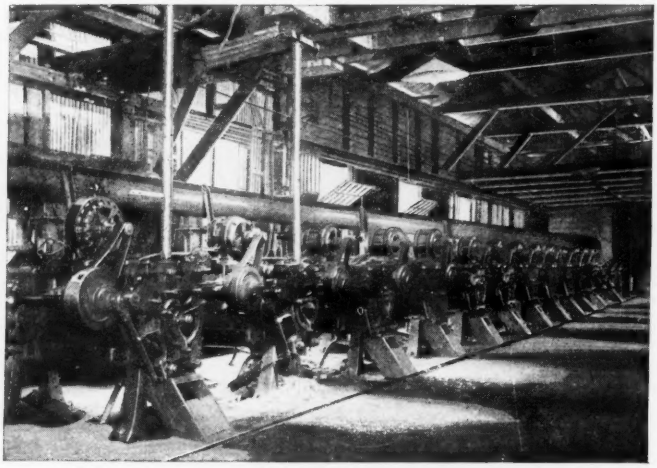
| | | | |
|---|---|---|---|
| 42,510 | Polishes and anti-freeze solutions | Germany | Agency |
| 42,548 | Automobile polishes | Honduras | Agency |
| 42,608 | Cleansers | Brazil | Agency |
| 42,638 | Toilet preparations and cosmetics | Austria | Agency |
| 42,787 | Dentifrices, toilet preparations and cosmetics | Germany | Agency |
| 42,787 | Shaving soaps | Germany | Agency |
| 42,789 | Soap specialties | Bulgaria | Agency |
| 42,825 | Toilet soaps | Colombia | Purchase |
| 42,875 | Toilet soaps | Germany | Agency |

Randolph H. Miller will continue to operate the steel drawing soap business of the R. H. Miller Co., Homer, N. Y., the company having been headed by his father, the late Randolph H. Miller, Sr., until his death in an automobile accident on Nov. 16. In the notice of this accident, in the last issue of *Soap*, the address of the company was incorrectly given as Rome, N. Y.

As a result of the misunderstanding and confusion that has attended the buying and selling of ground feldspar, the division of trade standards has been requested by the Feldspar Grinders' Institute, to cooperate in the establishment of a standard classification for grades.

British exports of soap totaled 141,189 cwts., during the month of November, 1929, these having a total value of £324,402. Imports during the same period totaled 27,506 cwts., valued at £64,142.

# CONSTANT CARE
## to Protect Quality



Coconut Oil Extractors—
Spencer Kellogg Manila Plant

SPENCER KELLOGG AND SONS controls its coconut oils from start to finish. It buys the copra, stores it carefully, crushes it in its own mills, and ships the oil to its own refineries and mills. Tests at every point insure uniformity and protect quality.

These pains are taken so that the user may be sure of a coconut oil that is satisfactory in every way. It will pay you to buy your coconut oils from Spencer Kellogg and Sons Sales Corp'n.

KELLOGG'S THE TEST TELLS 1894

SPENCER KELLOGG
COCONUT OILS

Manila Crude
Crystalite
Silver Seal Cochin
Edible
Hydrogenated

SPENCER KELLOGG AND SONS SALES CORP'N

*General Offices:* Buffalo, N. Y.; *New York Offices:* Graybar Building; *Crushing Plant:* Manila, P. I.; *Refinery:* Edgewater, N. J.

*Sales Offices in all Principal Cities*

*Warehouse Stocks Carried at:* Albany, Baltimore, Boston, Chicago, Cincinnati, Cleveland, Detroit, Kansas City, Milwaukee, New York City, Philadelphia.

(Tank Wagon Service in Greater New York)

Say you saw it in SOAP!

## Comparative Security Prices

PRICES of stocks of soap, chemical, insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter, are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York.

| Stock | High 1929 | Low 1929 | Dec. 1 | Jan. 1 |
|---|---|---|---|---|
| Allied Chem. & Dye. | 354¾ | 197 | 247 | 257 |
| Amer. Agri. Chem. | 23⅝ | 4 | 6¾ | 7 |
| Amer. Cyanamid "B" | 80 | 20¼ | 27½ | 27 |
| Armour & Co. of Ill. "A" | 18⅛ | 5⅛ | 6⅛ | 5¾ |
| Bon Ami "A" | 89½ | 70 | 71 | 70½ |
| Brillo | 27⅜ | 14 | 16⅞ | 15 |
| Colgate-Palmolive-Peet | 90 | 40 | 57⅛ | 52 |
| Corn Products Refin. | 126⅜ | 70 | 90⅜ | 89¾ |
| Dow Chem. (Cleveland) | 105 | 50 | 68½ | 65 |
| Drug, Inc. | 126⅛ | 69 | 78 | 77 |
| Du Pont | 231 | 80 | 111¾ | 116⅝ |
| Glidden Co. | 64⅛ | 26 | 36 | 32⅜ |
| Gold Dust | 82 | 31½ | 40½ | 38⅞ |
| Heyden Chem. | 41¼ | 17⅝ | 21 | 21 |
| Intl. Agric. Chem. | 17⅞ | 4 | 4¼ | 4½ |
| Mathieson Alkali | 54½ | 29 | 40 | 38⅞ |
| McKesson & Robbins | 59 | 21⅛ | 32 | 32⅝ |
| Monsanto Chem. | 80½ | 47 | 49⅞ | 49 |
| Newport Co. "A" | 103 | 43 | 60 | 50½ |
| Procter & Gamble | 98 | 43⅛ | 56½ | 54 |
| Shell Union Oil | 31¾ | 19 | 23⅝ | 23½ |
| Sherwin-Williams | 105⅝ | 75½ | 78½ | 84 |
| Sinclair Consol. Oil | 45 | 21 | 26⅝ | 24⅜ |
| Stand. Oil of Cal. | 81⅞ | 51½ | 62 | 60¾ |
| Stand. Oil of Ind. | 63 | 45 | 53⅝ | 53¾ |
| Stand. Oil of N. J. | 83 | 48 | 63⅞ | 65⅜ |
| Stand. Oil of Ohio | 129 | 60 | 87½ | 88⅜ |
| Swift & Co. | 149⅞ | 121½ | 138⅞ | 135 |
| Union Carb. & Carb. | 140 | 59 | 80 | 78 |
| Westvaco Chlorine | 94⅛ | 30 | 41 | 39½ |
| Wilson & Co. | 13½ | 3 | 4 | 4 |

## Specialty Exports Up 13%

*"Industrial chemical specialties.*—Industrial chemical specialties have a wide distribution, but about one-quarter, or $4,000,000 worth, was marketed in Europe. More than $1,600,000 worth was shipped to Central America and $2,200,000 to South America. Brazil with $200,000, Colombia with $200,000, Uruguay with $250,000, and Venezuela with $200,000 were steady customers. Africa also participated in this trade, especially for insecticides and disinfectants.

The bulk of the household insecticide and disinfectant trade is comprised of the liquid, which has a world-wide distribution. Of the liquid insecticides shipped, British Africa took more than $100,000 worth and Algeria and Tunis, $50,000.

European countries also are rather important customers for these necessaries, especially France, Germany, Italy, Sweden, the United Kingdom, and Yugoslavia, while shipments of more than $100,000 worth were made to Rumania for the first time, probably as the result of the vigorous campaign which has been carried on in that country.

In Latin America, particularly in Argentina and Mexico, appreciable amounts of animal dips contributed to the total, as well as large quantities of the other insecticides and disinfectants. Other American chemical specialties in demand in Latin America are water softeners—the bulk of the total going to Argentina—metal-welding compounds, leather dressing and stains, and floor wax, wood and furniture polishes.

*Soaps and toilet preparations.*—There were no particularly new occurrences in this trade, which also seeks outlets in all countries. The Philippines have shown an upward trend as well as many of the other countries. The Central American countries likewise consumed somewhat more and accounted for one-fifth of the total.

---

The annual sales convention of Givaudan-Delawanna, Inc., New York, was held at the home offices of the company on Jan. 6, 7, and 8. The meetings were presided over by Dr. Eric Kunz, president of the company, and M. Lemmermeyer, sales manager. Out of town representatives who attended included H. L. Shaftoe of Cincinnati, R. M. Stevenson of Detroit, Dudley Lum and Martin Vance of Chicago, Benjamin Cottle of San Francisco, and Ira Bennett of Philadelphia. About 25 men attended the meetings.

---

Kolynos Co. recently won a suit against Huntoon Co., in the English courts, involving the use of a patented tube cap attached to the tube by means of a wire loop. The Huntoon Co. claimed that the right to manufacture the cap was reserved to them, but the court did not accept this stand.

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Ray A. Whidden, for the past three years vice-president and general manager of Bauer & Black, division of the Kendall Co., Chicago, has recently been elected president of the company to succeed A. Bauer who becomes chairman of the board.

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Frank J. Lynch, head of Sun Tube Corp., Hillside, N. J., returned on the *Bremen* recently after a trip of about a month to Germany and England. He reports that there is a considerable substitution of tin coated lead for tin in tubes of foreign manufacture.

# Light 58% Soda Ash shipped in 100 lb. Paper Bags

WYANDOTTE Soda Ash for the soap trade is now packed in the famous Taggart-Bates multi-wall sewed-end paper bags. Five layers of special paper end the old dust nuisance—no meshes to let the dust seep through. The smooth paper lining lets the entire contents slide out.

The new size makes handling easier, quicker, less expensive. You save time, labor. Guaranteed dust-proof, leak-proof, break-proof, moisture-proof.

This method of packing Light Soda Ash was originated by the Michigan Alkali Company.

*"Distinguished for its high test and uniform quality"*

## MICHIGAN ALKALI COMPANY

*General Sales Department*

**21 East 40th Street, New York City**

Chicago Office: 1316 South Canal Street Works: Wyandotte, Michigan

Say you saw it in SOAP!

## CHICAGO NOTES

CHICAGO Perfumery, Soap & Extract Association's first meeting of the new year was held at the Midland Club, Chicago, on Wednesday, January 8th. An unusually large gathering was present to welcome Clarence A. Seguin, the new President, who occupied the chair for the first time. Mr. Seguin announced the appointment of the following committees: Executive, the officers (C. A. Seguin, Chris Christensen, and Wm. H. Schutte) and A. G. Schneider, Victor Chemical Works; and Harold E. Lancaster, Marshall Field & Co.; Entertainment, Frank H. Pettee, Chairman, Euclid Snow, Mallinckrodt Chemical Works; Dudley F. Lum, Givaudan-Delawanna, Inc.; F. S. Dedrick, James S. Kirk & Co.; J. W. Bicks, Carr-Lowery Glass Co.; and Frederick J. Lueders, George Lueders & Co.; Legislative, Thomas J. Hickey, Chairman; Wm. H. Muttera, Armstrong Cork Co.; H. D. Crooks, John Blocki, Inc.; and Louis J. Freundt, American Can Co.; Membership, Donald M. Clark, Chairman, Franco American Hygienic Co.; H. G. MacKay, E. N. Rowell & Co.; L. A. Solo, Primrose Laboratories; and Arthur Fortune, van Ameringen-Haebler, Inc.; Bowling, Paul Pettit, Chairman, Lady Grey Co.; A. M. Burgh, Marcelle Laboratories; Adolph M. Leue, Acme Compact Puff Co.; and R. H. McBrady, J. E. McBrady & Co.; Publicity, Clarence Morgan, Chairman, Clarence Morgan & Co.; H. C. Renner, Monsanto Chemical Works; and H. H. Sommers, Chicago Cork Works. Mr. Pettee is planning a series of entertaining programs for the forthcoming meetings and the Association is preparing to expand its activities generally. William H. Schutte, the new Secretary, aims to enlist the efforts of a number who have not been active in the past.

Chicago Drug & Chemical Association held its annual banquet, limited this year to members only, at the North Ballroom of the Stevens Hotel on the evening of Tuesday, December 17th. It was estimated that about two hundred members were present. The entertainment was of the lavish and colorful and extended well into the small hours. The seating arrangement was handled under the direction of E. L. Drach, and the souvenir bags, which were distributed at the close of the affair, were regarded as precious, though exceedingly weighty burdens. The table decorations were tastefully executed by O. M. Krembs and E. P. Gibney. Others who served on the committee were Wm. O'Neill, who handled the ticket distribution and collection, and Leo Lanigan, who supervised the serving of the guests. The affair as a whole was a credit to the Banquet Committee, which consisted of R. A. Whidden, Chairman, Wm. O'Neill, Vice-chairman, Joseph A. Gauer, Secretary, C. Christensen, Charles Curtis, E. L. Drach, Wm. B. Erb, E. P. Gibney, Harold D. Hopp, O. M. Krembs, H. E. Lancaster, L. A. Lanigan, Euclid Snow, and B. F. Zimmer.

Joseph De Lorme, head of Riviera Products Co., Chicago, announces that company's immediate removal to more commodious quarters at 5 West Austin Avenue. New facilities have been installed, in accordance with Mr. De Lorme's plans for a general expansion of the business.

The sudden death of W. L. Filmer, after a two week's illness, came as a shock to his host of friends in the Chicago territory. Mr. Filmer was one of the best known men in the industry in the midwest, having served for ten years as Chicago manager for Monsanto Chemical Works. Lately he had been associated with Walter H. Jelly & Co. He filled the office of Secretary-Treasurer for the Chicago Perfumery, Soap & Extract Association for five years. His death was caused by pneumonia. Services were held at his home at 5811 Maryland Avenue, on Sunday, December 29th, and interment took place at Madisonville, Kentucky, on Wednesday, January 1st, where Mr. Filmer was born.

Walter S. Goff, new Chicago representative for Florasynth Laboratories, New York, is now making his headquarters at 6808 Normal Boulevard, Chicago.

Pepsodent Co., is now occupying offices in the new Colgate-Palmolive-Peet Building, where they have engaged two entire floors for extensive offices and stock rooms.

Gardner A. Russ, age 26, member of the sales staff of the General Naval Stores Company, Chicago, died November 27 at the Augustana Hospital, Chicago, after being critically ill for almost a month. Mr. Russ had been with the General Naval Stores for five years, covering Illinois and Wisconsin territory.

U. S. Pat. No. 1,728,343 describes a cleaning or washing process in which a stable soap solution is filtered and recirculated cyclically.

HEIKO

# SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet

HEINE & CO.
NEW YORK
TELEPHONE BEEKMAN 1535
52-54 CLIFF STREET

Sole Distributors for HEINE & CO., A. G., Leipzig
in the United States and Canada
Say you saw it in SOAP!

# PERSONAL and IMPERSONAL

Colgate-Palmolive-Peet Co. went into an undisputed lead in the bowling tournament of the New York Wholesale Drug Trade Bowling Association during the month and on Jan. 3 had to its credit 17 games won and 4 lost. E. R. Squibb & Sons was second with 13 won and 5 lost. Eight teams are in the league which rolls weekly at the Colgate-Palmolive-Peet alleys at Jersey City, N. J.

◆

Gold Dust Corporation, New York, has filed notice with the New York Stock Exchange of a proposal to eliminate 7,045 shares of 6 per cent non-cumulative preferred stock and to increase the authorized preferred stock to 500,000 shares from 492,955.

◆

A. E. Starkie, sales manager of soap making oils and fats for Glidden Food Products Co., for the past eight years, joined the Acme Oil Corp., 800 N. Clark St., Chicago, in the same capacity, as directing vice-president, on Jan. 1.

◆

The soap factory of Hines Brothers, Chicago, was completely destroyed with a loss estimated at $75,000, when a vat exploded on December 21. Nine workmen were caught in the debris, three of them being severely injured.

◆

Cudahy Packing Company, Chicago, reports for the year ended November 2 a net profit of $2,512,850, after all charges, compared with $2,567,327 in the previous twelve months. This is equal, after dividend requirements on the 7 per cent preferred, to $4.13 a share on 467,489 common shares, compared with $4.68 a share on 424,990 common shares in the previous twelve months.

◆

As a result of the recent merger of Lever Bros. and Margarine Union it is found necessary to retire Lever Bros. copartnership shares which amount to a nominal value of £2,352,548, and will be exchanged for £1 7 per cent cumulative preference shares in the new combine. The amalgamation became effective at the start of the year under the name of Unilever, Ltd., and involves capitalization of approximately $350,000,000. The combined soap sales of Lever Bros. enterprises during the past year increased 35,494 tons, the greatest sales expansion the company has had in several years.

◆

Armour & Co., Chicago, earned $9,810,518 during the fiscal year ended Nov. 2, 1929, after all charges, this being equivalent to 40c a share on the 2,000,000 shares of class A common stock.

◆

The new plant of the Copra Oil & Meal Co., a subsidiary of the Los Angeles Soap Co., Los Angeles, Calif., was opened recently with a barbecue and entertainment. The new plant which is located on Mormon Island cost $250,000 and will be able to handle 30,000 tons of copra annually. Its products will be completely used by the Los Angeles Soap Co., according to announcement.

◆

Charles E. Marsh, retired soap manufacturer of Lynn, Mass., died in that city recently, at the age of 73. Mr. Marsh was for many years connected with the George A. Marsh Co., soap manufacturers. Several years ago, he established the Good Will Soap Co., at Memorial Park, Mass., which he conducted up to the time of his retirement.

◆

The plant of Seaboard Soap Corp., at Hialeah, near Miami, Fla., was almost entirely destroyed recently in a fire which started in the oil storage space. According to R. B. Barr, head of the company, the loss was about $150,000 and was not covered by insurance. Plans are already under way, however, for a new fire proof plant to cost in the vicinity of $75,000.

◆

James C. Colgate recently sold to the Broadway-John Street Corporation, the property located at 80-82 Nassau street, New York City. This property has been in the Colgate family for 140 years and is part of the tract upon which the original Colgate plant stood.

◆

The Tripoline Chemical Corporation has leased 4,000 square feet of floor space at 1080 Fifth Street, Oakland, Cal., where a business

# WHEN IT COMES
## to supplying the soapmaker

with perfume materials, we are in position to furnish the highest quality merchandise at interesting prices.

*When Again in the Market for*

**Oil Rosemary Spanish**
**Oil Thyme Red and White**
**Oil Lavender Flowers French**
**Oil Vetivert Bourbon and Java**
**Oil Geranium Bourbon and African**

*Write Us for Prices.*

*All Products of*

**Bertrand Freres, S. A.**
GRASSE FRANCE

*Sole Representative U. S. and Canada*

**P. R. DREYER, INC.**
26 CLIFF STREET NEW YORK

*Agent for*

**PAOLO VILARDI**
Reggio Calabria, Italy
*Essential Oils*

**H. RAAB & CO.**
Roermond, Holland
*Artificial Musks*

**VANILLIN FABRIK**
Hamburg, Germany
*Aromatic Chemicals*

of manufacturing soaps and chemicals for dry cleaners will be conducted. The entire United States will be served from the Oakland location, and all the products manufactured by the above firm will be marketed under the trade name of "Tripoline." The officers are: Sany Novak, president; G. E. Duran, vice-president and general manager.

John J. Lafferty has recently been made assistant sales manager for C. F. Simon's Sons, Inc., manufacturer and refiner of vegetable oils, Philadelphia.

The Chicago offices of Swift & Co. were recently enlarged to the extent of 30 per cent additional space, in which new equipment and many modern improvements have been installed. A new garage was also recently placed at the disposal of employees.

The Manhattan Soap Company, Inc., has moved to larger quarters in the Building Loan Building at 441 Lexington avenue, New York City.

Ungerer & Co., New York, has appointed Even M. Tysdal manager of its St. Louis office, effective January 1, 1930. The new address in that city is 1853 Railway Exchange Building. Mr. Tysdal has been affiliated with the chemical and essential oil business in the Mid-West for the past fifteen years. He is also representing the Franks Chemical Products Co., Brooklyn, manufacturers of stearates, in that territory.

Members of the Oil Trades Association of New York to the number of 150 attended the Christmas dinner of the Association held in the Traffic Club dining room of the Park Central Hotel, New York, on December 18. Arrangements for the affair were in charge of Joseph C. Smith, secretary of the Association, and Phil C. Meon, president. A vaudeville program was put on after the dinner.

C. T. Maeding, merchandise manager at R. H. Macy & Co., department store, New York, and formerly toilet goods buyer, has just accepted a position as sales manager of Lentheric, Inc.

Van Ameringen-Haebler, Inc., New York, announce the opening of a St. Louis office on January 1st, under the management of Clifford L. Iorns who became associated with their organization on that date. The office is located at 826 Clark Avenue, St. Louis, and will serve the territory to the South and East. Mr. Iorns also represents John Powell & Co., New York, and the Seydel Chemical Co., Jersey City, in that territory.

The lately established firm of Merrell-Hellman, Inc., of St. Louis, Mo., has been highly successful in merchandising the line of nail polishes, cuticle remover, etc., formerly handled by the Rose Dust Co. H. S. Merrell, Jr., who heads the new concern, was formerly associated with the J. S. Merrell Drug Co., which six months ago became one of the McKesson & Robbins Chain.

Hercules Powder Company, Wilmington, recently announced its intention of supplying wood rosin in wooden barrels on a net weight basis. A lighter barrel has been designed which will reduce tare to a minimum, and which is expected to effect considerable savings in freight. This is an innovation, novel in the history of the rosin industry.

The Detroit plant of the Iodent Chemical Co., makers of Iodent tooth paste, was destroyed recently, but there was no interruption in business due to an ample supply of merchandise in warehouses. New premises were leased immediately, machinery was installed, and production was continued within twenty-four hours.

McCullough Laboratories, 190 King St., Brooklyn, recently opened a sales office at 11 Cliff St., New York, in charge of V. P. McManus, vice-president and general sales manager.

Gold Dust Corp., New York, is offering 37,825 shares of its common stock to employees at the rate of $20 a share. The stock was originally offered at $40 to employees, but when quotations on the exchanges dropped to about $40, this additional reduction was made.

Ralph E. Hayes has resigned his position as western divisional sales manager for the Pro-Phy-Lac-Tic Brush Company, and has accepted the post of assistant manager of sales for the Lambert Pharmacal Company, makers of Listerine. He was formerly western divisional sales manager for E. R. Squibb & Sons, later becoming central states sales manager.

Procter & Gamble Co., Cambridge, recently declared a $2.00 dividend on preferred stock, payable Jan. 15 to stock of record Dec. 24.

# Resolve to make 1930 a Banner Year!

**Darco will help you to carry out this resolution by eliminating many unnecessary worries and troubles connected with the bleaching or deodorization of your oils.**

This Trade Mark

On Every Carton

# DARCO

**The Decolorizing Carbon of Controlled Uniform Quality**

## DARCO SALES CORPORATION

**45 East 42nd Street** **New York, N. Y.**
***Telephone:*** **Vanderbilt 1592** ***Cable Address:*** **DARCOSALE, New York**

Say you saw it in SOAP!

# SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

Sharples Separator Co., West Chester, Pa., is now distributing an eight-page folder describing the Sharples Super Centrifugals for use in oil purification and reclamation. The Sharples machines are used in a number of industries to remove particles of foreign matter, impurities and moisture from oils.

The Society of American Bacteriologists at its annual meeting in Ames, Iowa, elected the following officers: President, Dr. Stanhope Bayne-Jones, of the University of Rochester, Rochester, N. Y.; vice-president, Dr. J. Howard Brown, of Johns Hopkins University, Baltimore; secretary-treasurer, Dr. James M. Sherman, of Cornell University, Ithaca, N. Y.

## New Books

**Inedible Animal Fats in the United States:** Fats and Oils Studies of the Food Research Institute No. 3. By L. B. Zapoleon, The Food Research Institute, Stanford University, California.

The volume is the third in continuation of the series being prepared by The Food Research Institute covering fats and oils. The book covers the subjects of sources, volume, production and marketing of all forms of inedible animal by-products; sources of inedible tallows and greases, methods of rendering, the rendering industry as a whole, municipal reduction, methods of feeding waste products to hogs, and questions of public and business policy in relation to the disposal and marketing of animal waste products.

The book is well prepared and contains a wealth of statistical information not assembled elsewhere. It is illustrated with maps, charts and tables which present the important facts of the inedible animal fat business in a clear and attractive manner. It is the first volume in English treating this subject in a comprehensive manner which has come to our attention, and we believe it will prove a most valuable addition to the library of anyone interested in oils and fats. Furthermore it should be indispensable to all renderers, dealers and brokers in inedible tallows and greases.

DR. H. H. DOW

Dr. H. H. Dow, president of the Dow Chemical Co., Midland, Mich., was awarded the Perkin Medal, outstanding award in American chemistry, for 1929, for his work in improving methods and technique in the commercial production of chlorine. The medal was presented at a testimonial dinner at the Chemists' Club, New York, on Jan. 10, which was attended by many leaders of the American chemical industry.

Hercules Powder Co., Wilmington, recently issued a 51 page booklet describing the properties and specifications of Hercules naval stores, as well as other Hercules products. The booklet is illustrated with plant and laboratory scenes, and contains historical details and notes on processes employed by the company.

SENATOR CHARABOT

Senator Eugene Charabot, president of Charabot & Co., Grasse, France, and widely known scientific authority on volatile oils and aromatics, arrived in New York from France on Jan. 9 aboard the "Olympic" for a stay of about a month. During his stay, he will be the guest of W. G. Ungerer, president of Ungerer & Co., New York, who represent Charabot & Co. in the United States. Senator Charabot represents the Alpes-Maritime district in the French Senate.

Exports of dental creams from United States during October, 1929, were valued at $227,981, with Union of South Africa the largest customer.

# Soap Perfume Oils

*Produced by*

## ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African

Geranium Bourbon

Lavender Fleurs

Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be

As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

**GEORGE SILVER IMPORT CO.**

461-463 FOURTH AVENUE
NEW YORK CITY

Say you saw it in SOAP!

# ON PRODUCTS AND PROCESSES

Transparent aqueous soap solutions may be obtained by inhibiting as far as possible hydrolysis of the soap with water with the formation of less soluble fatty acids. Oleic acid forms a water-stable soap; castor oil forms a still more soluble soap. Methyl, ethyl and propyl alcohols and glycerol inhibit hydrolysis, but also reduce foaming power. *Chem.-tech. Rundschau* 44,921,957 (1929).

Addition to soap of three to five per cent of the newer fat solvents, such as methylhexalin, etc., is said to reduce the lathering capacity by 7-10% and increase the cleansing power by 30%. *Seifen.-Ztg.* 56,245-6 (1929).

Rosin may be converted into alpha-abietic acid by treatment with oxalic acid at 140-160°. The alpha-abietic acid is then combined with an unsaturated acid of the oleic series such as oleic acid by treating an equimolecular mixture of the two with a catalyst such as zinc chloride at 160-200°. The entire process may be carried out on the rosin dissolved in the fatty oil and the proportions may be adjusted to the quantities desired for the production of soap later on. The resulting products may be converted into soaps which are claimed to be entirely stable even with a 40% rosin content and which contain 4% more water than a normal soap. Fr. Pat. No. 665,425.

Fats having the same fatty acids may differ in the constitution of the glycerides. With a mixture of alcohol and acetonea solid fat can be divided into a liquid and a solid part. The index of refraction, iodine number and Crismer number (demixing temperature of the fat and aniline) can be determined on the two parts and the fats thus be identified as to their origin. *Rec. trav. chim.* 48, 1058-60 (1929).

The following method is offered for the determination of unsaponified fat in soaps: Dissolve 20 grams of the soap in an Erlenmeyer flask at 50° in 80 cc. alcohol and 70 cc. water in which 1 gram of sodium bicarbonate is dissolved, to neutralize any free sodium hydroxide. Cool to room temperature, extract three times in a separatory funnel with 70 cc. petrolic ether (30-50°) and shake with 15 cc. 0.1 Normal soda and 15 cc. alcohol, then three times with 50% alcohol. Filter through ignited sodium sulphate into a weighed Erlenmeyer flask, evaporate dry at 100° and weigh the residue of free fatty acids, unsaponifiable matter and unsaponified fat. Dissolve in 20 cc. neutral alcohol and titrate with 0.1 Normal sodium hydroxide for free fatty acids; add 1-2 cc. ten Normal potassium hydroxide and saponify under reflux for one-half hour. Add 18 cc. water, cool and shake three times with 30 cc. petrolic ether; wash with 10 cc. of 50% alcohol three times and filter, dry and weigh as before, obtaining the unsaponifiable matter. Subtract the free acids plus unsaponifiable from the total residue to find the unsaponified fat. *Seifensieder-Ztg.* 56,245-6 (1929).

A patented polishing composition comprising a nitrocellulose solution together with a polish having a wax base is prepared as follows: A solution is prepared by allowing one part of shredded beeswax to stand with ¾ part of turpentine until dissolved. Then paraffin in the proportion of one part to twenty parts of beeswax is stirred in and the mixture allowed to stand for twelve hours. Then the desired coloring matter is added and then nitrocellulose lacquer (celluloid twelve parts and amyl alcohol eighty-eight parts by weight) in the proportion of one-half part of lacquer to one part of beeswax is thoroughly stirred in. Brit. Pat. No. 317,962.

Fifty liters of Berlin tap water, of 16° hardness on the German scale, are said to precipitate 88 grams of pure soap, equal to the fatty acid content of one pound of soap powder containing 16% of soap. If the sodium carbonate and silicate of the same powder are separately dissolved in water and the 16% soap added afterwards, only one half of the soap will be precipitated, and if the same procedure is repeated with the addition of the calculated amount of sodium hydroxide before the soap is added, the total amount of soap will go into solution, without precipitation. *Seifen. Ztg.* 56,285-7 (1929).

# How many hands will reach for it in 1930?

Today, more than ever, the American public expects constant improvement. Often a new product marches past older, well established competitors, simply because it embodies some slight improvement either in the goods themselves, or in the way they are packaged.

**How can you improve your package?**

Our machines wrap the outstanding brands of toilet soap, laundry soap, soap powders, etc., as well as a great variety of other products in the package goods field. We are, therefore, familiar with modern trends in packaging, and can give you expert advice on the packaging of your product. A careful study of your problem may show you not only how your package can be given greater sales appeal, but also how your costs can be lowered. Get in touch with our nearest office.

**Package Machinery Company**
**Springfield, Massachusetts**

New York Chicago Los Angeles
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**PACKAGE MACHINERY COMPANY**
Over 150 Million Packages per day are wrapped on our Machines

Say you saw it in SOAP!

# CONTRACTS AWARDED

Procter & Gamble Distributing Co., Chicago, was recently awarded 2,100 lbs. of laundry soap for Brady at 4.89c in a Chicago quartermaster bidding; also 2,880 lbs. for Chanute; 240 lbs. for Custer; 300 lbs. for Fairfield; 9,000 lbs. for Harrison; 5,040 lbs. for Hayes; 360 lbs. for Savanna; 4,020 lbs. for Sheridan; 3,000 lbs. for Des Moines; 4,200 lbs. for Snelling; 1,620 lbs. for Chicago; 3,600 lbs. for Ft. Wayne; 660 lbs. for Rock Island arsenal; 4,000 lbs. for Selfridge. Armour & Co., Chicago, awarded 1,500 lbs. for Lincoln at 5.16c; 3,000 lbs. for Meade at same.

Procter & Gamble Distributing Co., Chicago, was recently awarded 900 cakes of floating soap for Chanute Field at 3.25c; 1,500 for Sheridan; 100 cakes for Columbus general depot. Swift & Co., Chicago, was awarded 300 cakes for Rock Island arsenal at 6.35c; 1,500 cakes for Selfridge at same.

Day & Frick Soap Works, Chicago, was recently awarded 200 cakes of grit soap for Brady at 3.45c in a Chicago quartermaster bidding; 100 cakes for Savanna; 300 cakes for Des Moines; 200 cakes for Lincoln; 700 cakes for Snelling; 300 cakes for Meade; 500 cakes for Chanute; 100 cakes for Chicago; 1,000 cakes for Sheridan; 100 cakes for Rock Island arsenal; 100 cakes for Columbus general depot.

Swift & Co., was recently awarded 288 cans of scouring powder for Chicago quartermaster depot at 3.4c.

Sterling Supply Co., Philadelphia, was recently awarded 10 lbs. sour blue for Chicago quartermaster at $3.75. Armour & Co., Chicago, awarded 6,000 lbs. soap chips at 8.69c. Swift & Co., Chicago, awarded 25,000 lbs. powdered soap at 8.99c. Solvay Sales Corp., Chicago, awarded 3,080 lbs. soda ash at 1.735c; 72,800 lbs. laundry soda at 1.735c.

E. W. Kirkland, San Antonio, was recently awarded a quantity of Camay soap for Fort Sam Houston at 5.92c. Lever Bros. Co., Cambridge, awarded quantity of Life Buoy soap at 5.85c. Collins Co., San Antonio, awarded quantity of Gold Dust at 20.7c. Armour & Co., San Antonio, awarded quantity of Ivory soap at 6.5c. James S. Kirk Co., Chicago, awarded quantity of Kirk Olive soap at 4.166c. Colgate-Palmolive-Peet Co., Chicago, awarded quantity of Colgate shaving soap at 20c; quantity of Palmolive shaving soap at 21.25c; quantity of Palmolive soap at 6.375c. Julius Rothschild & Co., San Francisco, awarded quantity of Pepsodent tooth paste at 32c. San Antonio Drug Co., San Antonio, awarded quantity of Cuticura soap at 21c. Swift & Co., San Antonio, awarded quantity of Maxine Elliott soap at 4.333c. Sweeney & Co., San Antonio, awarded quantity of Lux soap at 6.5c; quantity of Colgate tooth paste at 16.5c.

Exports of toilet and fancy soaps from United States during November, 1929, totaled 487,835 lbs., valued at $162,493, as compared with 565,125 lbs., worth $173,565, during November, 1928. Exports of laundry soap during November, 1929, totaled 3,277,253 lbs., worth $214,837, as against 3,932,564 lbs., worth $281,506 during the same month in 1928.

Exports of soda ash from United States during October, 1929, totaled 8,896,536 lbs., worth $139,806, with Japan taking 4,614,460 lbs. of this material at a price of $68,986. Other countries taking over a million pounds each, included Canada, Mexico and Cuba.

Exports of caustic soda during October, 1929, totaled 8,865,217 lbs., valued at $262,690, with Japan leading the consumers by taking 3,179,529 lbs. at a price of $93,658. Mexico bought 1,438,810 lbs. at a cost of $43,449.

The Market Data Handbook of United States compiled by the Domestic Commerce Division of the Department of Commerce was issued early in December. The data in this 535 page book are drawn from non-governmental as well as governmental sources, and are based upon the latest statistics available, which in most cases, except for population, are for 1927 or later.

# OIL YLANG YLANG

## (MADAGASCAR)

SOME years ago we introduced on the American market Oil Ylang Ylang Madagascar, an oil produced by a coterie of French distillers located in Madagascar and Nossi-be who were devoting themselves to the production of the finest oil producible.

Their determination has never faltered and they have kept pace with every technical advance in production and distillation, discarding all inferior flowers and selling under their brand only the best fraction of the oil distilled.

This oil has been and now is distributed exclusively by Ungerer & Company and should not be confused with the ordinary commercial grades of Nossi-be or Madagascar oil which have since come on the market and which are demonstrably inferior, even by a superficial test.

*We are also headquarters for the finest grades of Bourbon and Manila Ylang Ylang*

# UNGERER & CO.

**124 West 19th Street : New York**

# RECORD OF TRADE-MARKS

The following trademarks were published in the December issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

## Trade-Marks Filed

**Jagged bar** against shaded background, describing shaving cream. Filed by Florian, Inc., Detroit, Mich., Apr. 30, 1929. Claims use since Nov. 7, 1928.

**Tri-O-Cide**—This in solid letters describing general cleaner. Filed by S. H. Products Co., Brooklyn, June 12, 1929. Claims use since June 7, 1929.

**Charmis**—This in shaded letters describing soap. Filed by Colgate-Palmolive-Peet Co., Chicago, Oct. 21, 1929. Claims use since Sept. 27, 1929.

**Fly-Tox** (Flai-Tox)—This in solid letters describing insecticide. Filed by Rex Research Corp., Toledo, O., Sept. 4, 1929. Claims use since July 25, 1929.

**Aropine**—This in Ben-Dayed letters with superimposed arrow, describing disinfectant. Filed by Brighton Chemical Supply Co., Chicago, Sept. 23, 1929. Claims use since Apr. 5, 1926.

**Tha-Die**—This in solid letters with pictures of dead insects, describing insecticide. Filed by Laws Exterminating Co., Webster Groves, Mo., Oct. 14, 1929. Claims use since Sept. 23, 1929.

**I G A**—This in solid letters on shield borne by eagle, describing soap. Filed by Independent Grocers' Alliance Distributing Co., Chicago, Nov. 9, 1928. Claims use since Sept. 1, 1927.

**Solvay**—This in solid letters describing cleaning agent. Filed by Solvay Process Co., Solvay, N. Y., June 2, 1929. Claims use since Jan. 31, 1884.

**Velvokleen**—This in solid letters describing soaps and cleaning compounds. Filed by Mate, Inc., Philadelphia, Sept. 11, 1929. Claims use since Sept. 3, 1929.

**Jabon—Aguila De Oro**—This in solid letters describing soaps. Filed by Golden Eagle Soap Co., San Francisco, Sept. 30, 1929. Claims use since July 1, 1923.

**Borinquen**—This in solid letters describing soap. Filed by Golden Eagle Soap Co., San Francisco, Oct. 3, 1929. Claims use since Apr., 1929.

**Hoyt's**—This on reverse plate describing soaps and polishes. Filed by Hoyt's Bros., Inc., Newark, N. J., Oct. 9, 1929. Claims use since Feb 16, 1924.

**Idalene**—This in solid letters describing roach powders and moth crystals. Filed by Idalene Corp., Toledo, O., Apr. 25, 1929. Claims use since Mar. 1, 1929.

**Samae**—This in solid letters describing shampoo flakes. Filed by Samae Shampoo Co., Portland, Me., Oct. 11, 1929. Claims use since Jan. 10, 1929.

**Klorozene Cake**—This in solid letters describing insecticide and deodorant. Filed by Crystal Products Co., New York, Oct. 18, 1929. Claims use since Oct. 15, 1929.

**Kloroscent Chips**—This in solid letters describing insecticide and deodorant. Filed by Crystal Products Co., New York, Oct. 18, 1929. Claims use since Oct. 15, 1929.

**Germifume Disk**—This in solid letters describing insecticide and disinfectant. Filed by Crystal Products Co., New York, Oct. 18, 1929. Claims use since Oct. 15, 1929.

**W-O-R**—This in outline letters with drawing of gun destroying rats, accompanied by the words, War on Rats, describing rat exterminating preparation. Filed by Lewis Laboratories, St. Joseph, Mo., Oct. 18, 1929. Claims use since Sept. 1, 1929.

**Brisk**—This in solid letters describing shaving cream. Filed by Florian, Inc., Detroit, Dec. 18, 1928. Claims use since Nov. 27, 1928.

**Florite**—This in solid letters describing soaps, cleaners and polishes. Filed by Dajan Chemical Co., Boston, Jan. 22, 1929. Claims use since Dec. 14, 1928.

**Keen**—This in shaded letters describing shaving cream. Filed by Glessner Co., Findlay, O., Apr. 11, 1929. Claims use since Jan. 5, 1929.

# Difficult...

## yet always accomplished in

# NIAGARA
## CAUSTIC POTASH

IT is a known fact that Caustic Potash is difficult to produce in a pure state. Much more so, in fact, than is the case with Caustic Soda. Yet Niagara Caustic Potash is outstanding in excellence . . . always.

That is to be expected, for Niagara Alkali was the first in this country to manufacture this essential to soap-making. Today, Niagara is the highest grade of Potash obtainable here or abroad.

The many years of close, expert attention we have given to the development of high quality Caustic Potash . . . and Caustic Soda . . . is your assurance of satisfaction.

## NIAGARA ALKALI COMPANY

Associated with Electro Bleaching Gas Co.
Pioneer Manufacturer of Liquid Chlorine

JOSEPH TURNER & CO.
*Sales Agents for Caustic Soda and Bleach*
19 Cedar Street, New York

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**Lightnin'**—This in solid letters describing cleaner. Filed by Lightnin Chemical Co., Painesville, O., May 24, 1929. Claims use since Mar. 6, 1928.

**Gavotte**—This in solid letters describing soaps. Filed by Ferd Mulhens, Inc., New York, Sept. 14, 1929. Claims use since Sept. 6, 1929.

**Laurel**—This in solid letters describing soap and cleaning compound. Filed by Laurel Soap Mfg. Co., Philadelphia, Oct. 19, 1929. Claims use since 1909.

**Rekab**—This in solid letters describing soap chips. Filed by Minnesota Chemical Co., St. Paul, Minn., Oct. 25, 1929. Claims use since Oct. 1, 1915.

**Ferret**—This in solid letters describing scouring powder. Filed by Minnesota Chemical Co., St. Paul, Minn., Oct. 25, 1929. Claims use since Aug. 1, 1929.

**Gopher**—This in solid letters describing soap powder. Filed by Minnesota Chemical Co., St. Paul, Minn., Oct. 25, 1929. Claims use since June 1, 1917.

**Old Gold**—This in solid letters describing shaving cream. Filed by William A. Webster Co., Memphis, Tenn., Nov. 7, 1929. Claims use since Oct. 30, 1928.

**Supertest**—This in solid letters describing shaving cream. Filed by William A. Webster Co., Memphis, Tenn., Nov. 7, 1929. Claims use since June 18, 1929.

**Sanitest**—This in solid letters describing shaving cream. Filed by William A. Webster Co., Memphis, Tenn., Nov. 7, 1929. Claims use since May 30, 1929.

**Truseptic**—This in solid letters describing shaving cream. Filed by William A. Webster Co., Memphis, Tenn., Nov. 7, 1929. Claims use since June 13, 1929.

**Qualitest**—This in solid letters describing shaving cream. Filed by William A. Webster Co., Memphis, Tenn., Nov. 7, 1929. Claims use since June 7, 1929.

**Microcide**—This in outline letters describing insecticide and disinfectant. Filed by Sun Dial Sanitary Sales Co., New York, Aug. 31, 1929. Claims use since Aug. 16, 1929.

**Formodent**—This in solid letters describing tooth paste. Filed by Chester E. Sawyer Co., Boston, Oct. 24, 1929. Claims use since on or about Aug. 1, 1916.

**Unfolded carton** with design and lettering describing soap. Filed by Frances Fox Laboratories, Inc., Ridgewood, N. J., Aug. 7, 1928. Claims use since June 25, 1928.

**Hexco**—This in solid letters describing

(*Turn to Page* 127)

# New Patents

*Conducted by*

**LANCASTER & ALLWINE**

*Registered Attorneys*

**PATENT AND TRADEMARK CAUSES**

**402 Ouray Building, Washington, D. C.**

**Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster & Allwine. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.**

**1,735,465.** Liquid-soap dispensing device. Patented Nov. 12, 1929, by Louis Kooperstein of Astoria, New York, assignor to West Disinfecting Co., Long Island City, N. Y. In liquid soap dispensing apparatus a valve casing formed with an annular flanged seat provided with soap apertures and with a threaded aperture, in combination with a bowl having an upper neck opening adapted to be closed by a filler cap and a lower relatively shallow neck, an annular retaining cup cemented upon the last named neck and having a soap aperture adapted to lie in register with the aperture of said seat and provided with a screw aperture, and a holding screw for securing the retaining cup to said seat, the screw being in vertical alignment with the filler neck opening.

**1,735,480.** Cleaning compound. Patented Nov. 12, 1929, by Josef Talalay and Wilhelm Holzberg of Berlin, Germany, assignors to Felix Pfeffer of New York, N. Y. A type cleaner comprising a plastic cake formed of a mechanical mixture of powdered calcium carbonate, plastic rubber, factice, a heavy mineral filler, lithopone, and a mineral oil.

**1,735,774.** Cleaning composition. Patented Nov. 12, 1929, by Marie McLean of Los Angeles, Cal. A cleaning composition consisting of 20½ lbs. non-acid soap, 6 oz. ammonia, 6 oz. glycerine, 6 oz. oil of sassafras, 9 oz. potassium tartrate, 48 quarts of water, 3 lbs. of borax.

**1,735,902.** Dispensing apparatus for soap powder and the like. Patented Nov. 19, 1929, by Leif Hartvig Johansen of Oslo, Norway. Apparatus for dispensing soap powder and the like comprising in combination a container having at its lower part a

(*Turn to Page* 89)

D&O
ESTABLISHED IN 1798

ESSENTIAL OILS
SYNTHETIC AROMATICS
COMPOUNDED PERFUME BASES
For the Soap and Insecticide Industries

# Only half good!

If the Essential oils you purchase are not of the Naturally pure kind, your products containing them will not be of the quality which you are aiming to supply—

TRY OUR

OIL GERANIUM BOURBON
OIL GERANIUM ALGERIAN
OIL CLOVE U. S. P.
OIL LAVENDER U. S. P AND TECHNICAL
OIL LAVENDER ASPIC
OIL LEMONGRASS
OIL NUTMEG
OIL PATCHOULY
OIL SANDAL

DODGE & OLCOTT COMPANY
87 Fulton Street New York City

*The integrity of the house is reflected in the quality of its products*

Say you saw it in SOAP!

*Market Report on*

# ESSENTIAL OILS AND AROMATICS

(*As of January 9, 1930*)

NEW YORK—Except for the unusual strength shown in anise oil and Ceylon citronella oil during the recent period, the general trend of the market was downward. Anise oil became extremely short on spot, and shippers claimed to be unable to do anything toward replenishing stocks. This caused a sharp advance in quotations. Ceylon citronella oil, which is also short on spot and abroad advanced again. Java citronella oil was priced lower, as domestic stocks were brought into the open by recent high offers. The citrous oils decline in price again, carrying bergamot oil down to the lowest figure that has been quoted in recent years. Other oils to decline were geranium, camphor sassafrassy, clove and artificial sassafrass.

### Oil Anise

The spot shortage of anise became acute during the recent period, and quotations ran up rapidly, standing at $1.10 lb. as the period closed. Shippers claim to be unable to obtain stocks in producing areas, and are falling down badly on their deliveries. This has resulted in spot stocks being diminished, with no replacements in sight. It is believed that the tight situation is in some measure speculative, although there is assuredly a real shortage behind the recent movement.

### Oil Bergamot

Bergamot oil again declined during the period and prices now stand at the lowest levels that have prevailed in several years. This oil is a very attractive buy now, considering the relatively high prices of the other citrous oils. It can be obtained in some quarters at a price of $2.75 lb.

### Oil Citronella

Quotations on Java oil were reduced during the recent period, closing at 77c to 79c lb. The recent rise was occasioned by higher


# PLAIMAR

(Reg'd)

# SANDALWOOD OIL

*Distilled by*

**Plaimar, Ltd., Perth, W. A.**

**To protect yourself and us look for the PLAIMAR seal on every TIN.**

**Pronounced Therapeutically Equal to Oil of Santalum Album and Physiologically Superior.**

*Limits of Analysis:*

| | |
|---|---|
| Sp. Gr. @ 15.5° | 0.968 to 0.975 |
| Opt. Rotation ad | —4° to —16° |
| Alcohol as Santalol | 90% to 95% |
| Solubility in 70% Al. | 1 in 3 to 1 in 6 Vols. |

*American Agents*

## THE IMPERIAL EXPORT COMPANY, INC.

**11 Moore Street** **New York City**

*Tel.: Whitehall 7622*

# *Will you* MODERNIZE *your* FLYSPRAY *for the* 1930 *season?*

The trend in Fly Spray odors is distinctly away from low priced aromatic chemicals toward more pleasing bouquets. When these insecticide products were used largely around barns, cattle sheds, etc., cheap odors were satisfactory. Now that their main use is in the home improvements in perfumes are natural to expect. May we work with you in connection with your 1930 requirements? We have the knowledge and facilities to produce real business getting odors for you. Make your product stand apart this next season!

***Perfumes for All Sanitary Products***

**NEUMANN-BUSLEE & WOLFE**
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MERCHANTS-IMPORTERS-MANUFACTURERS

224-230 WEST HURON STREET CHICAGO, ILLINOIS

**Linalyl Acetate**
**Terpinyl Acetate**
**Geranyl Acetate**

True to test - - True to odor

We shall be pleased to submit samples and quotations on request. Stocks available in New York.

**P. R. DREYER INC.**
**26 CLIFF STREET - - - - - - NEW YORK**

*Sole U. S. Agents for*

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prices on foreign stocks, and was not due to any shortage here. It is believed that there is considerable oil in this country, some of which was drawn into the market by the attractive offers of buyers, thus depressing prices slightly. Ceylon oil, on the other hand, continued to advance in price as it has done for some time. It is now quoted at 59c to 61c lb., and the situation is regarded as serious. Producers are not offering any new lots of oil.

### OIL GERANIUM

Lack of demand for this oil, together with a good supply of stocks, combined to cause another decline in the price of Geranium oil. Both the Algerian and the Reunion oil were quoted lower during the period.

### MISCELLANEOUS

Camphor sassafrassy, which has been very strong recently, declined to 29c lb., inside, ranging up to 31c. Artificial sassafrass was also quoted lower at 34c to 35c lb. Clove oil, which has also been abnormally high in recent months, declined again, and is now obtainable at $1.75 lb.

American Treasury agents are again operating in France, checking French production costs on merchandise shipped into United States. The agents were withdrawn a year and a half ago when French producers refused to cooperate with them. Since then American valuations have been used, and this has worked out to the disadvantage of the French producers and American importers. The matter has finally been straightened out, to the great satisfaction of both governments.

Bruno Manufacturing Company, Buffalo, makers of can and bottle filling machinery, is now joined with Vol-U-Meter Company, also of Buffalo, manufacturers of filling, cleaning and agitating equipment for steel drums and barrels. The merged companies will operate under the name of Vol-U-Meter Company, Inc., with Raymond D. Stevens in charge of sales and Joseph C. Bruno in charge of manufacturing operations. General offices will be at 710 Ohio Street, Buffalo, N. Y. A complete line of filling, agitating and cleaning equipment is now offered by the new company.

Shaving cream in tubes is being found by business girls to make an excellent soap substitute for use in the office, according to *Toilet Requisites*. It has the advantage of being easily carried in one's handbag. It is also sanitary, economical and easy on the hands.

LAVENDER BOUQUET SAVON F

A new and distinctive composition, stable and extremely lasting, at $3.50 per pound.

Aromatic Chemicals of *better* quality for soap perfumes.

BENJ. FRENCH, INC.
160 FIFTH AVENUE - - - NEW YORK

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Lyon, France

*Agents for*
Pilar Freres
Grasse, France

*CHICAGO REPRESENTATIVE*
A. S. La Zoris, 208 North Wabash Avenue

# "COLUMBIA BRAND"

## Caustic Soda

Solid - Flake
Ground - Liquid

## Soda Ash

Light - Dense

## Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

## Quality -- Service

*Address all communications to*

THE ISAAC WINKLER & BRO. CO.

*Sole Agents*

FIRST NATIONAL BANK BLDG.
CINCINNATI, OHIO

50 BROAD STREET
NEW YORK

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*Market Report on*

# SOAP AND DISINFECTANT CHEMICALS

(*As of January 9, 1930*)

NEW YORK—The holiday season reduced the amount of business done in the market for soap and disinfectant chemicals, with the result that shipments were smaller in December than in previous months. The prospect of inventory taking also caused buyers to keep their purchases down, as did the uncertainty over what price changes would be made at the turn of the year. Nevertheless the amount of business done compared favorably with the figures for a year ago, and business is now expected to resume its normal volume. An outstanding feature of the recent period was the reduction in quotations on tri sodium phosphate, believed to be made in an effort to cut down competition from the imported material. There was no change in glycerine quotations or in the glycerine situation. Rosin quotations were narrowed during the period, the lighter grades declining in price and the cheaper grades advancing.

### Alkalis

Deliveries slowed up during December as seasonal influences had their effect on the market. Resumption of the normal trend is expected during January, with no indication that purchases will be curtailed as a result of recent disturbed market conditions. No change was made in the caustic soda or ash price schedules for 1930.

### Glycerine

Glycerine prices were stationary during the period just closed, with a normal amount of business being done for this season of the year. The demand for glycerine for use in anti-freeze mixtures has not been great as yet, due to the easy winter. Quotations were as follows: C.P., 14c-14½c; dynamite, 12c-12¼c; saponification, 8¼c-8½c; soaps lye, 7¼c-7½c lb.

### Rosin

Although domestic trade was quiet due to seasonal influences, export demand held up well,


## *Say You Saw It in SOAP!*

THE average business house receives a great many inquiries for its products or services every year which cannot be attributed to any special source. A vast majority of these probably originate from some form of advertising but due to the general tendency toward not mentioning the names of publications, cannot be directly traced.

A short time ago a manufacturer, using space in this magazine, received a number of inquiries during the week following publication. All were for a product which was advertised exclusive in SOAP. Not one of the letter-writers, however, mentioned SOAP, although all of them wrote because they saw the advertising in the magazine.

When you write to a manufacturer of raw materials or equipment, in response to advertising in this publication, say you saw it in SOAP. The advertiser will appreciate it—and so will we!

***The Publishers***

# "Paradi"

*Trade Mark Reg. U. S. Pat. Off.* 161837

## Paradichlorbenzene

*Specially Prepared for*

MOTH PREVENTIVES and DEODORIZING BLOCKS

**For Immediate Shipment in 200, 100 or 50 Pound Barrels.**

# Caustic Soda

| | |
|---|---|
| *Fused or Solid Caustic Soda* | *in Steel Drums* |
| *Liquid Caustic Soda* | *in Tank Cars* |
| *Flake Caustic Soda* | *in Steel Drums* |
| *Ground Caustic Soda* | *in Steel Drums or Heavy Wooden Barrels* |

## Other HOOKER CHEMICALS

Liquid Chlorine—Bleaching Powder—Muriatic Acid—Monochlorbenzene —Benzoate of Soda—Benzoic Acid—Benzoyl Chloride—Benzyl Alcohol —Antimony Trichloride—Ferric Chloride—Sulphur Monochloride—Sulphur Dichloride—Sulphuryl Chloride—Salt.

## HOOKER ELECTROCHEMICAL CO.

**Eastern**
**Sales Office:**
**25 Pine Street, New York**
**Plant:**
**Niagara Falls, N. Y.**

HOOKER ELECTROCHEMICAL CO

**Western**
**Sales Office:**
**Tacoma, Washington**
**Plant:**
**Tacoma, Washington**

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with the result that shipments were fairly good during the recent period. The range of price quotations narrowed during the period, with the light grades declining and the dark grades being quoted higher. The closing schedule follows: B, $8.65; H, $8.70; K, $8.90; N, $8.95; WG, $9.25; WW, $9.75; wood works, $6.70.

TRI SODIUM PHOSPHATE

A reduction was made in tri sodium phosphate prices during the recent period, domestic producers quoting 3¾ to 4c lb. in an attempt to reduce the amount of imported material now being sold in this market.

MISCELLANEOUS

Menthol cases were quoted lower during the recent period, declining to $4.35 inside.

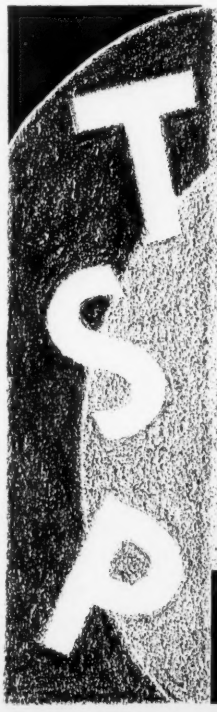
## Norwegian Whaling Notes

The successful whaling season 1927-1928 led to the organization of a number of new companies this season, while several of the existing companies increased their tonnage. While last season's catching fleet consisted of 32 expeditions with 114 whaling boats, 28 floating cookeries and 6 fixed land stations, this year there are 44 expeditions with 199 whaling boats, 39 cookeries and a crew of about 9,000 men, a fleet without parallel in the history of whaling. Efforts are now being made to bring the sellers of whale oil together in order to form a ring similar to that of the buyers so as to strengthen their position. Latest reports from the Antarctic indicate that nearly all the expeditions have started operations and so far the catch has been uniformly good, with 120,000 barrels of oil reported by October 31, as compared to 65,000 barrels last year on the same date. This figure refers to Norwegian companies only. (Report from Trade Commissioner Gudrun Carlson at Oslo, Norway.)

## S.O.C.M.A. Elect Officers

Synthetic Organic Chemical Manufacturers Association elected officers for 1930 at a meeting held last month. A. L. van Ameringen, president of van Ameringen, Haebler, Inc., New York perfuming material manufacturers and importers, was named to fill a vacancy on the board of governors. Ralph E. Dorland, New York manager for the Dow Chemical Co., was again elected a vice-president of the association, to act as chairman of the fine chemical section.

Grasselli Chemical Co., Cleveland, subsidiary of E. I. du Pont de Nemours & Co., will spend $2,500,000 in an expansion program during 1930 according to recently announced plans.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**With ample stocks in our 19 branches and warehouses all over the country, we can give you SERVICE—**

**(1) More convenient proximity. (3) Economy of freight rate.**
**(2) Quicker Delivery. (4) Larger stocks, hence complete shipments**
**(5) Quality backed by a chemical reputation of 91 years.**

**Try GRASSELLI GRADE. Write, wire or phone our nearest branch for your next order of T.S.P.**

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*Founded 1839 CLEVELAND*
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# PALM KERNEL OIL

***Crushed and Extracted***

| | |
|---|---|
| **PEANUT OIL** | **LINSEED OIL** |
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## THE UNITED AFRICA CO. INC.

**205 EAST 42nd ST., NEW YORK CITY**

Say you saw it in SOAP!

*Market Report on*

# TALLOW, GREASES AND OILS

*(As of January 9, 1930)*

NEW YORK—Prices of oils, fats and greases continued to decline during the period just concluded. Oleo oil and Niger palm oil were the only items in the list which showed even fractional advances, and about half of the remaining products were quoted lower than at the close of last period. The cottonseed oil market was quiet, with quotations on the refined oil falling lower during the month. The holiday season brought a quiet week in the exchanges during the period. Demand was inactive in most of the other oils, with consequent reductions in quotations. The only factor which prevented further declines was a reduction in offerings. Corn oil, tallow oil and lard oil were all priced under the closing prices of last period as were lard, tallow, and the greases. Linseed oil also declined once more from its recent peak price. Lagos palm oil and soya bean oil were two other products which were quoted lower. Prices on red oil and stearic acid were reduced materially as a result of cheaper raw material.

### Coconut Oil

Quotations were slightly lower on coconut oil and copra due to an absence of demand. New York tanks were offered as low as 7c lb. although the volume of offerings was not large at this reduced figure.

### Corn Oil

Corn oil prices were also lower in harmony with the rest of the market. Demand was lacking, and quotations were forced ¼ to ½c lower on all varieties. Offerings from producers were light at the reduced rate.

### Cottonseed Oil

Refined cottonseed oil was quoted at ⅜c lb. lower, ranging from 8⅝c to 8⅝c lb. at the close of the period as compared with 8¾c lb., inside, at the close of last period. The market


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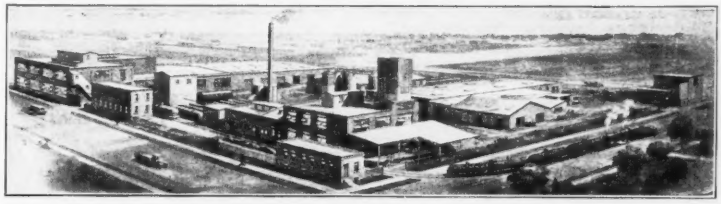

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ESTABLISHED 1876

**Corn Oil—Peanut Oil—Cottonseed Oil**

**Coconut Oil—Fatty Acids**

**C. F. SIMONIN'S SONS, Inc.**

*Manufacturers and Refiners*

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## Vegetable Oils - Tallow - Greases

*Coconut Oil* *Olive Oil* *Oleo Stearine*
*Palm Kernel Oil* *Olive Oil Foots* *Oleo Oil*

## Olive Oil Foots
## Olive Oils
## Vegetable Oils
## Cresylic Acid
## Lemon Oil—Orange Oil
## Bergamot Oil
## Finest Italian Talc

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Vegetable Oils
Tallows Greases

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Established 1904

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Animal Oils

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|---|---|---|---|
| CAUSTIC SODA | BATH POWDER SODA | OLIVE OIL | SESAME OIL |
| SODA ASH | CAUSTIC POTASH | OLIVE OIL FOOTS | PALM OIL |
| SAL SODA | CARBONATE POTASH | COTTONSEED OIL | PALM KERNEL OIL |
| TALLOW | GREASE | SOYA BEAN OIL | COCOANUT OIL |
| FATTY ACIDS | | RAPESEED OIL | CORN OIL |

*Use NEW-O-SAPINE to overcome your soap troubles.*

Say you saw it in SOAP!

was quiet, with no large volume of business being done. Crude oil was priced at 6⅞-7⅛c lb.

### GREASE

The grease list was again quoted lower at the close of the recent period, all items declining on the average of ⅜c lb. The market was a little firmer after the decline.

### LINSEED OIL

Another decline was noted in linseed oil quotations during the period, as large users held off from the market in expectation of lower prices on linseed oil which has recently been priced at an abnormally high figure.

### LARD

With demand quiet in both domestic and foreign markets, lard quotations were reduced on the average of ½c lb. on all items in the list except lard compound. City tierces closed at 10c lb.

### OLIVE OIL

No change was noted in quotations on olive oil and foots, although an easier future market is expected.

### PALM OIL

Lagos was fractionally lower in price, although Niger oil was quoted ⅛c lb. higher. Offerings were light, and demand was unimportant.

### SOYA BEAN OIL

As competing products were quoted lower, sellers of soya bean oil were also forced to reduce their quotations. Demand was not active at the new schedule, but no further reductions were expected for the time.

### TALLOW

Tallow was quoted fractionally lower in a quiet market. Offerings from producers were light and demand was inactive, consumers being content to await further developments in the situation.

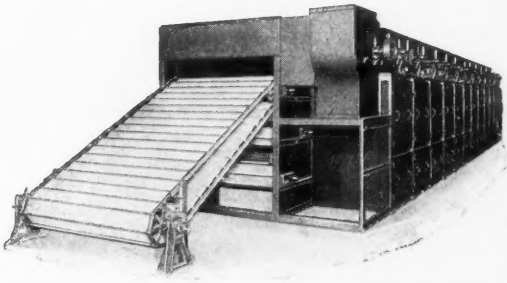
◆

Stocks of crude cottonseed oil on hand in United States as of Nov. 30, 1929, totaled 124,002,306 lbs., as compared with 141,906,240 lbs. held at the same time in the previous year. Stocks of refined cottonseed oil on hand on Nov. 30, 1929, totaled 326,842,959 lbs., as against 322,567,918 lbs., held on the same date in 1928.

◆

Grease extracted from locusts is being used in the manufacture of soap in France, according to a recent report from that country which mentioned the arrival of ten tons of these insects from Casablanca, Morocco.


*On Drying Soap—*



NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor progressive stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

**C. G. SARGENT'S SONS CORP.**

**GRANITEVILLE** **MASSACHUSETTS**

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*are behind our*

BULK and PRIVATE BRAND SOAPS

We are in position to supply any of the following types of Soaps, either in bulk or packed under your private brand.

| | | |
|---|---|---|
| Toilet Soap | Medicinal Soap | Oil Soap |
| Toilet Soap Base | Dry Cleaning Soap | Grit Soap |
| Liquid Soap | Auto Soap | Mechanic's Soap |
| Liquid Soap Base | Pine Oil Soap | Paint Cleaner |
| Shampoo | Castile Soap | Green Soap |
| Shampoo Base | Chip Soap | Liquid Scrubbing Soap |

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*For the Manufacture of Soaps*

METHYL SALICYLATE

LANUM
(Lanolin; Adeps Lanae Merck)

CHLOROPHYLL

*Let us quote on your requirements*

**MERCK & CO. INC.**
**MANUFACTURING CHEMISTS**
**RAHWAY, N. J.**
New York Philadelphia St. Louis

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# CURRENT PRICE QUOTATIONS

## Chemicals

| | | | |
|---|---|---|---|
| Acetone, C. P. drums | lb. | .11 | .13 |
| Acid, Boric, bbls. 99½% | ton | 135.00 | 162.50 |
| **Cresylic, 97%, dk., drums** | gal. | .58 | .70 |
| 97-99%, pale drums | gal. | .62 | .78 |
| Formic, 90%, tech. | lb. | .10½ | .12 |
| Oxalic, bbls. | lb. | .11¼ | .11½ |
| Salicylic, tech. | lb. | .33 | .37 |
| Adeps Lanae, hydrous, bbls. | lb. | .15 | .16 |
| Anhydrous, bbls. | lb. | .15 | .16 |
| Alcohol, Ethyl, U. S. P., bbls. | gal. | 2.66 | 2.76 |
| Complete Denat., No. 5, drums, ex. | gal. | .50 | .58 |
| Alum, potash, lump | lb. | | .03½ |
| **Ammonia Water, 26° drums wks.** | lb. | .03 | .03½ |
| Ammonium Carbonate, tech., bbls. | lb. | .12 | .13 |
| Bay Rum, Porto Rico, denat. bbls. | gal. | .75 | .80 |
| St. Thomas, bbls. | gal. | .75 | .80 |
| **Domestic, bbls.** | lb. | .70 | .75 |
| **Benzaldehyde, U. S. P.** | lb. | 1.15 | 1.30 |
| **Technical** | lb. | .60 | .65 |
| **Bleaching, Powder, drums** | 100 lb. | 2.00 | 2.60 |
| Borax, pd., cryst., bbls. kgs. | ton | 66.00 | 77.50 |
| Carbon Tetrachloride, car lots | lb. | .06¼ | .07 |
| **Carbon Tetrachloride, L. C. L.** | lb. | .06½ | .10 |
| **Caustic, see Soda Caustic, Potash Caustic** | | | |
| **China Clay, filler** | ton | 10.00 | 25.00 |
| **Cresol, U. S. P., drums** | lb. | .14 | .17 |
| **Creosote Oil, tanks** | gal. | .13 | .16 |
| Formaldehyde, bbls. | lb. | .07½ | .08 |
| Fullers Earth | ton | 15.00 | 30.00 |
| **Glycerin, C. P., drums** | lb. | .14 | .14½ |
| Dynamite, drums | lb. | .12 | .12¼ |
| Saponification, tanks | lb. | .08¼ | .08½ |
| Soaps, Lye, tanks | lb. | .07¼ | .07½ |
| **Hexalin, drums** | lb. | — | .60 |
| Kieselguhr, bags | ton | 35.00 | — |
| Lanolin, see Adeps Lanae. | | | |
| Lime, live, bbls. | per bbl. | 1.70 | 2.20 |
| Menthol, cases | lb. | 4.35 | 4.40 |
| Synthetic, tins | lb. | 3.00 | 3.75 |
| Mercury Bichloride, kegs | lb. | 1.65 | 1.80 |
| Naphthalene, ref. flakes, bbls. | lb. | .04½ | .05½ |
| Nitrobenzene (Myrbane) drums | lb. | .09½ | .10½ |
| Paradichlorobenzene, bbls., kegs | lb. | .17 | .25 |
| Paraformaldehyde, kegs | lb. | .38 | .39 |
| Petrolatum, bbls. (as to color) | lb. | .02⅞ | .08⅝ |
| Phenol, (Carbolic Acid), drums | lb. | .14¾ | .15 |
| Pine Oil, bbls. | gal. | .60 | .72 |
| Potash, Caustic, drums | lb. | .06⅛ | .06⅜ |
| Flake | lb. | .06½ | .08 |
| Potassium Bichromate, casks | lb. | .09 | .09¾ |
| Pumice Stone, powd. | 100 lb. | 2.50 | 4.00 |
| Rosins (600 lb. bbls. gross for net)— | | | |
| Grade B to H, basis 280 lbs. | bbl. | 8.65 | 8.70 |
| Grade K to N | bbl. | 8.90 | 8.95 |
| Grade WG and WW | bbl. | 9.25 | 9.75 |
| Wood, works | bbls. | — | 6.70 |
| Rotten Stone, powd., bbls. | lb. | .02½ | .04½ |
| Silica, Ref., floated | ton | 22.00 | 30.00 |
| Soap, Mottled 40 lb. box | lb. | .15 | — |
| Powdered White, U. S. P. | lb. | .29 | .30 |
| Green, U. S. P. | lb. | .07¾ | .08¼ |
| Whale Oil, bbls. | lb. | .04 | .05¼ |
| Soda Ash., Contract, wks., bags, bbls., | 100 lb. | 1.32 | 1.55 |
| Five bbls., up, local | 100 lb. | 2.34 | 2.49 |
| Soda Caustic, Cont., wks., sld. | 100 lb. | 2.90 | — |
| Five drums up, solid, local | 100 lb. | 3.76 | 3.91 |
| Five drums up, grnd. flk. | 100 lb. | 4.16 | 4.31 |
| Soda Sal., bbls. | 100 lb. | 1.00 | 1.15 |
| Sodium Bifluoride | lb. | .17½ | .19 |
| Sodium Chloride (Salt) | ton | 20.00 | 25.00 |


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*for dry Cleansers—*

## TRI SODIUM PHOSPHATE

Fine granular and Powdered
Free flowing and non-caking

STANDARD WARNER CHEMICALS

*for liquid Cleaners—*

## CARBON TETRACHLORIDE

Redistilled — Water White — Supplied also in combination with other solvents to meet individual requirements

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*also manufacturers of* CAUSTIC SODA

## *The* WARNER CHEMICAL COMPANY

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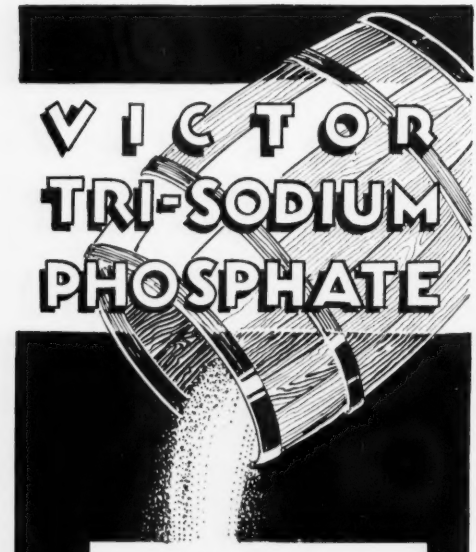


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Victor T. S. P. is the product of a process that took years in its perfection. That's what makes it different. That's what makes Victor T. S. P. free-flowing—gives its carefully granulated and sized crystals their brilliant white color—makes them instantly soluble.

*Sample on Request*

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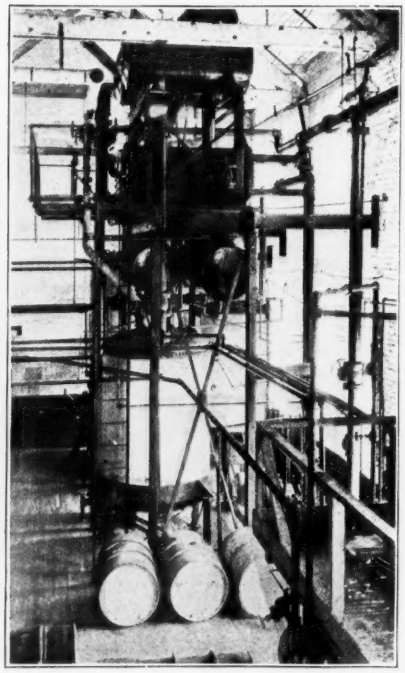

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These features are fully covered by our patent and any infringements thereof will not be permitted.

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*Chemical Engineers*

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| | | | |
|---|---|---|---|
| Sodium Fluoride, bbls. | lb. | .08½ | .09 |
| Sodium Hydrosulphite, bbls. | lb. | .23 | .27 |
| Sodium Phosphate, bbls. (Trisodium phosphate) | lb | .03¾ | .04 |
| Sodium Silicate, 40 deg., drum | 100 lb. | .70 | .80 |
| Drums, 60 deg., wks. | 100 lb. | 1.65 | — |
| In tanks, 10c less per hundred works. | | | |
| Tar Acid Oils, 15-25% | gal. | .26 | .30 |
| Zinc Oxide, lead free | lb. | .06½ | .07 |
| Zinc Stearate, bbls. | lb. | .24 | .26 |

## Oils—Fats—Greases

| | | | |
|---|---|---|---|
| Castor, No. 1, bbls. | lb. | .13¼ | .13½ |
| No. 3, bbls. | lb. | .12¾ | .13 |
| Coconut, tanks, N. Y. | lb. | .07 | .07⅛ |
| Tanks, Coast | lb. | .06⅝ | .06⅞ |
| Fatty acids, mill, tanks | lb. | .10¾ | Nom. |
| Cod, Newfoundland, bbls. | gal. | .59 | .60 |
| Copra, bags, Coast | lb. | .04⅜ | .04½ |
| Corn, tank, mills | lb. | .07⅝ | .07¾ |
| Bbls., N. Y. | lb. | .10 | Nom. |
| Fatty acid | lb. | .08¾ | Nom. |
| Cottonseed, crude, tanks, mill | lb. | .06⅞ | .07⅛ |
| PSY | lb. | .08⅜ | .08⅝ |
| Fatty Acids, mill, bbls. | lb. | .09 | Nom. |
| Degras, Amer., bbls. | lb. | .04¼ | .05½ |
| English, bbls. | lb. | .04½ | .05 |
| German, bbls. | lb. | .03½ | .04 |
| Neutral, bbls. | lb. | .07¾ | .09½ |
| Greases, choice white, bbls., N. Y. | lb. | .07 | .09 |
| Yellow | lb. | .06⅛ | .06¼ |
| Brown | lb. | .06 | .06⅛ |
| House | lb. | .06⅛ | .06¼ |
| Lard, prime, steam, tierces | lb. | .10 | — |
| Compound tierces | lb. | .10¾ | .11 |
| Lard Oil, edible prime | lb. | .13½ | — |
| Extra, bbls. | lb. | .12 | — |
| Extra, No. 1 bbls. | lb. | .11 | — |
| No. 2, bbls. | lb. | .10¼ | — |
| Linseed, raw, bbls., spot | lb. | .1430 | .1510 |
| Tanks, raw | lb. | — | .1350 |
| Boiled, 5 bbls. lots | lb. | — | .1550 |
| Menhaden, Crude, tanks, Balt. | gal. | — | .45 |
| Light pressed, bbls. | gal. | .67 | .70 |
| Yellow, bleached, bbls. | lb. | .69 | .72 |
| Extra bleached, bbls. | lb. | .72 | .75 |
| Oleo Oil, No. 1, bbls., N. Y. | lb. | .12¼ | — |
| No. 2, bbls., N. Y. | lb. | .10⅞ | — |
| Olive, denatured, bbls., N. Y. | gal. | .92 | .95 |
| Shipments | gal. | .90 | .92 |
| Foots, bbls., N. Y. | lb. | .08 | — |
| Shipments | lb. | .07⅞ | .08 |
| Palm, Lagos, casks spot | lb. | .07¼ | .07⅜ |
| Shipments | lb. | .07¼ | — |
| Niger casks, spot | lb. | .07⅛ | .07 |
| Shipments | lb. | .07 | — |
| Palm Kernel, pkgs. | lb. | .07¾ | .08¼ |
| Tank cars | lb. | — | .07¼ |
| Peanut, refined, bbls., N. Y. | lb. | .13¼ | Nom. |
| Crude, bbls., N. Y. | lb. | .11½ | Nom. |
| Red Oil, distilled, bbls. | lb. | .10⅛ | .10⅝ |
| Saponified, bbls. | lb. | .10⅛ | .10⅝ |
| Tanks | lb. | .09¼ | — |
| Soya Bean, crude tks., Pac. Coast | lb. | .09½ | .09¾ |
| Crude, bbls., N. Y. | lb. | .12 | .12½ |
| Refined, bbls., N. Y. | lb. | .13¼ | .13½ |
| Stearic Acid | | | |
| Double Pressed | lb. | .14½ | .15 |
| Triple pressed, bgs. | lb. | .16½ | .17 |
| Stearine, oleo, bbls. | lb. | .09⅜ | .09½ |
| Tallow, fancy, f. o. b. plant | lb. | .08¾ | .08⅞ |
| City, ex. loose, f. o. b. plant | lb. | .07⅝ | — |
| Tallow oils, acidless, tanks, N. Y. | lb. | — | .10¼ |
| Bbls., c/l, N. Y. | lb. | — | .10½ |
| Whale, nat. winter bbls., N. Y. | lb. | — | .78 |
| Blchd., winter, bbls., N. Y. | gal. | — | .80 |
| Extra blchd., bbls., N. Y. | gal. | — | .82 |


USE STAUFFER BRAND

# Carbon Tetrachloride

*in your liquid cleaners*

STAUFFER BRAND Carbon Tetrachloride will make a good cleaner better. It is 99.9% pure, the purest obtainable anywhere, is water white and is absolutely free from residue or residual odor. May we work with you when you are next in the market? Let us submit samples and prices. Anything from a drum up.

*Also producers of*

CAUSTIC SODA

**STAUFFER CHEMICAL COMPANY**

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# OIL OF BERGAMOT ~ VILARDI

A MANUFACTURER buying this brand is assured of securing an oil from the most important and reliable source of supply. It assures the user of obtaining absolutely satisfactory results—

*Ask us for a sample and be convinced that the*

## OIL OF BERGAMOT

*supplied by the*

## HOUSE OF VILARDI

*is the kind you should use.*

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**P. R. DREYER INC.** 26 CLIFF STREET NEW YORK

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*Baltimore — San Francisco — Los Angeles*

# *A New Low Priced ODOR—*

A powerful perfume base of the lemongrass type especially adapted for use in liquid soaps, deodorizing blocks and crystals, fly sprays, theatre sprays, polishes.

## LEMENONE

The lowest cost odor of its type available. For use alone or compounded with other odor bases. Gives a refreshing citrus character to any odor. Will cut the cost of any odor.

Priced at 26c. per pound in drums.

*Let us send you a sample of this low cost base.*

## GLYCO PRODUCTS CORP.

**Building No. 5 - Bush Terminal Building - Brooklyn, N. Y.**

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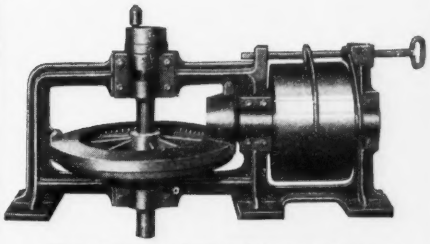
Say you saw it in SOAP!

## Essential Oils

| | | | |
|---|---|---|---|
| Almond, Bitter, U. S. P. | lb. | 2.75 | 3.00 |
| Bitter, F. F. P. A. | lb. | 2.90 | 3.75 |
| Sweet, cans | lb. | .68 | .72 |
| Apricot, Kernel, cans | lb. | .42 | .44 |
| Anise, cans | lb. | — | — |
| U. S. P. cans | lb. | 1.05 | 1.10 |
| Bay, tins | lb. | 2.35 | 2.55 |
| Bergamot, coppers | lb. | 2.75 | 3.25 |
| Artificial | lb. | 2.00 | 3.25 |
| Birch Tar, rect., bot. | lb. | .40 | .45 |
| Crude, tins | lb. | .11 | .14 |
| Bois de Rose, Brazilian | lb. | 1.50 | 1.60 |
| Cayenne | lb. | 2.00 | 2.35 |
| Cade, cans | lb. | .25 | .26 |
| Cajuput, native, tins | lb. | .80 | .83 |
| Calamus, bot. | lb. | 3.25 | 3.50 |
| Camphor, Sassy, drums | lb. | .29 | .31 |
| White, drums | lb. | .36 | .39 |
| Cananga, native, tins | lb. | 2.90 | 3.00 |
| Rectified, tins | lb. | 3.65 | 3.85 |
| Caraway Seed | lb. | 1.85 | 1.95 |
| Cassia, 80-85% | lb. | — | — |
| Redistilled, U. S. P., cans | lb. | 1.40 | 1.45 |
| Cedar Leaf, tins | lb. | 1.00 | 1.10 |
| Cedar Wood, light, drums | lb. | .26 | .28 |
| Citronella, Java, drums | lb. | .77 | .79 |
| Citronella, Ceylon, drums | lb. | .59 | .61 |
| Cloves, U. S. P., cans | lb. | 1.75 | 1.80 |
| Copaiba | lb. | .60 | .70 |
| Eucalyptus, Austl., U. S. P., cans | lb. | .55 | .58 |
| Fennel, U. S. P., tins | lb. | .85 | 1.00 |
| Geranium, African, cans | lb. | 4.75 | 5.15 |
| Bourbon, tins | lb. | 4.50 | 4.65 |
| Hemlock, tins | lb. | 1.00 | 1.10 |
| Lavender, U. S. P., tins | lb. | 2.75 | 5.00 |
| Spike, Spanish, cans | lb. | .90 | 1.10 |
| Lemon, Ital., U. S. P. | lb. | 2.75 | 3.25 |
| Lemongrass, native, cans | lb. | .78 | .80 |
| Linaloe, Mex., cases | lb. | 2.50 | 2.60 |
| Neroli, Artificial | lb. | 10.00 | 20.00 |
| Nutmeg, U. S. P., tins | lb. | 1.80 | 1.90 |
| Orange, Sweet, W. Ind., tins | lb. | 3.25 | 3.35 |
| Italian, cop. | lb. | 3.35 | 3.60 |
| Distilled | lb. | 2.25 | 2.50 |
| Origanum, cans tech. | lb. | .25 | .30 |
| Patchouli | lb. | 8.00 | 9.00 |
| Pennyroyal, dom. | lb. | 1.80 | 2.00 |
| Imported | lb. | 1.20 | 1.30 |
| Peppermint, nat. cases | lb. | 3.50 | 3.60 |
| Redis., U. C. P., cases | lb. | 3.75 | 3.90 |
| Petit Grain, S. A., tins | lb. | 1.90 | 1.95 |
| Pine Needle, Siberian | lb. | .65 | .70 |
| Pinus Pumilio, U. S. P. | lb. | 2.50 | 2.85 |
| Rose, French | oz. | 13.00 | 14.00 |
| Bulgarian | oz. | 14.00 | 17.00 |
| Artificial | oz. | 2.00 | 2.75 |
| Rosemary, U. S. P., drums | lb. | .44 | .50 |
| Tech., lb. tins | lb. | .30 | .35 |
| Sandalwood, E. Ind., U. S. P. | lb. | 8.75 | 9.00 |
| W. Indian (Amyris) | lb. | 2.45 | 2.50 |
| Plaimar Australian | lb. | 5.65 | .... |
| Sassafras, U. S. P. | lb. | 1.00 | 1.10 |
| Artificial | lb. | .34 | .35 |
| Spearmint, U. S. P. | lb. | 4.75 | 4.90 |
| Thyme, red, U. S. P. | lb. | .72 | .85 |
| White, U. S. P. | lb. | .82 | .84 |
| Tech. | lb. | .60 | .70 |
| Vetivert, Bourbon | lb. | 6.00 | 9.00 |
| Java | lb. | 20.00 | 22.00 |
| Ylang Ylang, Bourbon | lb. | 9.00 | 12.00 |

# PATTERSON

## Agitators and Stirrers



**Five sizes and four styles of Agitators are carried in stock, ready for shipment and installation on your tanks, kettles or vats. A complete series of Stirrers, Fittings and Mountings are obtainable at reasonable cost.**

**Patterson Agitators consist of heavy, rigid frames, self-contained, and they may be installed for belt or motor drive. Send us a sketch of your tank and tell us what you wish to mix and we will be glad to make recommendations to suit individual requirements.**

**Patterson Mixers, both plain and jacketed types, are built in capacities from fifty gallon up to two thousand gallon for prompt shipment at reasonable prices because of standardized production.**

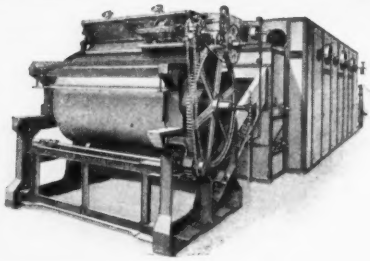
***Send for Catalog No. 105 describing full line***

**The PATTERSON FOUNDRY & MACHINE COMPANY**

RICHARD L. CAWOOD, President

**East Liverpool, Ohio**

New York Philadelphia Chicago Los Angeles

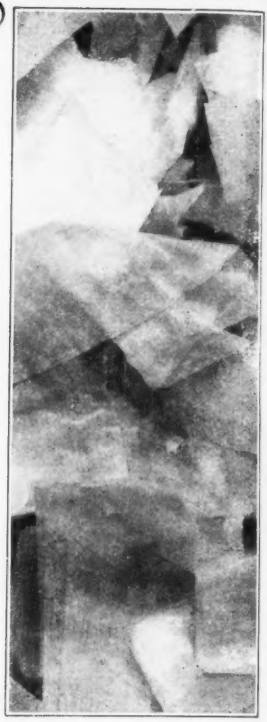


# THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

**PROCTOR & SCHWARTZ, Inc.**
**PHILADELPHIA**



# METZNER & OTTO

**Leipzig, Germany**

**Essential Oils** **Aromatic Chemicals**

*We invite your inquiries, especially on*

## LAVENDESTER (M & O)

**the latest Metzner & Otto product. A most satisfactory and extremely economical substitute for Lavender**

## also
## Safrol and Sassafras Art.

*Sole Agents for U. S. and Canada*

## EURO-AMERICAN CORPORATION

52-54 Beekman St., 'Phone Beek. 3336
NEW YORK, N. Y.

Works, 125 N. J. Railroad Ave.
NEWARK, N. J.

## Aromatic Chemicals

| | | | |
|---|---|---|---|
| Acetophenone, C. P. | lb. | 3.00 | 3.75 |
| Amyl Cinnamic Aldehyde | lb. | 4.00 | 8.00 |
| Anethol | lb. | 1.85 | 1.90 |
| Benzaldehyde, tech. | lb. | .60 | .65 |
| F. F. C. | lb. | 1.35 | 1.50 |
| Benzyl Acetate | lb. | .95 | 1.25 |
| Alcohol | lb. | 1.25 | 1.35 |
| Citral | lb. | 2.75 | 4.00 |
| Citronellal | lb. | 2.00 | 3.00 |
| Citronellol | lb. | 3.50 | 5.00 |
| Citronellyl Acetate | lb. | 13.00 | 14.00 |
| Coumarin | lb. | 3.50 | 4.00 |
| Diphenyl oxide | lb. | .90 | 1.15 |
| Eucalyptol U. S. P. | lb. | 1.00 | 1.05 |
| Eugenol, U. S. P. | lb. | 3.25 | 3.50 |
| Geraniol, Domestic | lb. | 2.65 | 2.75 |
| Imported | lb. | 3.00 | 3.25 |
| Geranyl Acetate | lb. | 2.75 | 3.50 |
| Heliotropin, dom. | lb. | 1.90 | 2.00 |
| Imported | lb. | 2.35 | 2.60 |
| Hydroxycitronellal | lb. | 5.50 | 6.00 |
| Indol, CP | oz. | 6.00 | 6.50 |
| Ionone | lb. | 5.00 | 10.00 |
| Iso-Eugenol | lb. | 4.25 | 4.50 |
| Linalool | lb. | 3.25 | 5.00 |
| Linalyl Acetate | lb. | 4.25 | 7.50 |
| Menthol | lb. | 4.90 | 5.25 |
| Methyl Acetophenone | lb. | 3.75 | 4.25 |
| Anthranilate | lb. | 2.25 | 2.40 |
| Paracresol | lb. | 8.00 | 9.00 |
| Salicylate, U. S. P. | lb. | .40 | .42 |
| Mirbane, rect. | lb. | .10 | .12 |
| Musk Ambrette | lb. | 6.50 | 7.00 |
| Ketone | lb. | 7.50 | 8.00 |
| Xylene | lb. | 2.15 | 2.75 |
| Phenylacetaldehyde | lb. | 7.50 | 9.00 |
| Phenylacetic Acid, 1 lb. bot. | lb. | 3.00 | 4.00 |
| Phenylethyl Alcohol, 1 lb. bot. | lb. | 4.50 | 6.50 |
| Rhodinol | lb. | 12.00 | 18.00 |
| Safrol | lb. | .41 | .46 |
| Terpineol, CP, 1,000 lb. drs. | lb. | .34 | .36 |
| Cans | lb. | .36 | .38 |
| Terpinyl Acetate, 25 lb. cans | lb. | .90 | 1.15 |
| Thymol, U. S. P. | lb. | 2.20 | 2.40 |
| Vanillin, U. S. P. | lb. | 6.25 | 7.00 |
| Yara Yara | lb. | 1.50 | 2.50 |

## Miscellaneous

| | | | |
|---|---|---|---|
| Insect Powder, bbls. | lb. | .33 | .34 |
| Concentrated Extract | gal. | 2.10 | 2.30 |
| Gums— | | | |
| Arabic, Amb. Sts. | lb. | .20 | .21 |
| White, powdered | lb. | .28 | .29 |
| Karaya | lb. | .13 | .30 |
| Tragacanth, Aleppo, No. 1 | lb. | 1.28 | 1.40 |
| Sorts | lb. | .50 | — |
| Turkish, No. 1 | lb. | 1.00 | Nom. |
| Waxes— | | | |
| Bayberry, bgs. | lb. | .27 | .29 |
| Bees, white | lb. | .50 | .55 |
| African, bgs. | lb. | .32 | .33 |
| Refined, yel. | lb. | .37 | .38 |
| Candelilla, bgs. | lb. | .19½ | .20 |
| Carnauba, No. 1 | lb. | .32 | .33 |
| No. 2, Yel. | lb. | .29 | .30 |
| No. 3, Chalky | lb. | .23 | .24 |
| Japan, cases | lb. | .15 | .16 |
| Paraffin, ref. 125-130 | lb. | .04¼ | .05⅛ |


# TERPINEOL, C. P.

Water White—Fine Odor—One of the Best Low Cost Odors for Soaps, Fly Sprays, Deodorizing Blocks, etc.

# MENTHOL, Synthetic

White Crystals with Fine Natural Odor for mentholated shaving creams, soaps, shampoos, lotions, creams.

**CAMPHOR** Synthetic

**THYMOL** U. S. P. Crystals

*Products of* Schering-Kahlbaum A. G., Berlin

**SCHERING CORPORATION** 110 William Street New York, N.Y.

*Sole Import and Sales Agents in the U. S. A. for the Manufacturers.*

*Stock Carried at New York*

No. 8 barrel

## large opening *convenience* with small opening *security*

In this steel barrel you get all the durability and security of the regular barrel with small threaded opening **PLUS** all of these very desirable features—inspection and agitation of contents, quick removal and easy cleaning. The cover is gripped to the opening with lugs that cannot loosen, yet the barrel may be opened in 30 seconds.

*Upon request a sample of this barrel will be furnished to you*

**WILSON & BENNETT MFG. CO.**

**STEEL CONTAINER *Specialists***

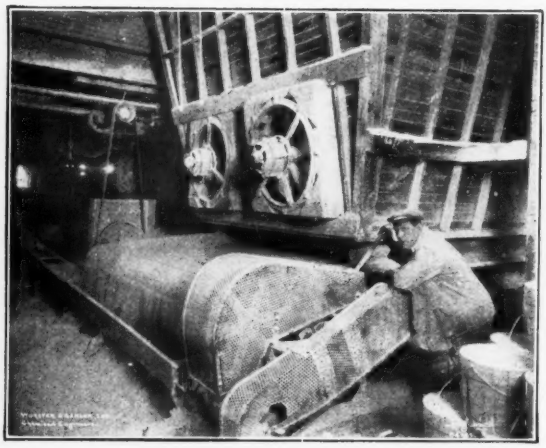
6536 S. Menard Ave.
CHICAGO

BENETCO
STEEL CONTAINER Specialists

39 Cortlandt St.
NEW YORK

W&S
WURSTER & SANGER, INC

## Spray-Process Soap Powder Plants



The spray process of producing soap powder is now displacing the old chilling-roll method in large plants.

The product is granular and more pleasing in appearance than the fine, dusty powder scraped off of rolls.

**There is no refrigeration required. Less labor and power are required. Manufacturing costs are cut in half.**

**New Plants Designed—**
**Old Plants Remodeled**

**Complete plants for**

**Crude, Dynamite and C. P. Glycerine—Laundry, Toilet and Liquid Soaps, Spray-Process Soap Powder, Fatty Acid Distillation, Fat Splitting, Stearic Acid and Red Oil, Refining of Fats and Oils, Hydrogenation of Oils.**

**WURSTER & SANGER, INC.**
**5201 Kenwood Avenue**
**CHICAGO**

Say you saw it in SOAP!

## $3,000,000 Soap Campaign

(From Page 43)

turer; insurance companies and industrial and health organizations are reprinting and distributing Cleanliness Institute posters; the Plumbing and Heating Industries Bureau is active in cleanliness education; and at the request of the National Linen Supply Association of America, we have developed for their consideration, services which can be offered by that organization to linen supply companies for their practical cooperation in further publicizing the cleanliness appeal. Back of other activities has been the national advertising campaign of our Association, giving prestige to the movement, adding to the cumulative effect of the work, and carrying in display form during 1929 a sales message from the soap industry, at regular intervals, to a circulation of nearly 19,000,000."

THESE services of the Association will be expanded during the next year. Provisions are being made to give still further assistance to industrial plants where facilities for cleanliness can be improved, and where attention can be directed to more regular and thorough use of washrooms and other cleanliness equipment by a large personnel. There will also be developed a home economic service designed to give practical assistance to housewives and mothers in cleanliness problems arising in the home.

An outstanding feature of the Association's promotional endeavors was reported as the growth in the use of glycerine as an anti-freeze solution for winter motorists. It has maintained its market successfully in spite of increasingly keen competition, it was said, and at the same time, the campaign has stimulated a large demand for glycerine in other anti-freeze mixtures. The resulting total use of glycerine in automobiles was said to be substantial and is expected to be an important factor in relieving overproduction, reducing glycerine stocks, and stabilizing and strengthening the glycerine market. Conservative estimates were said to place the number of cars being serviced with glycerine this winter at 1,500,000, a figure far in excess over that of any previous year.

Several large paint manufacturers are cooperating with the Association's research workers in the investigation of certain promising uses for derivatives of glycerine in the manufacture of lacquers. Progress has also been made in the direction of finding new uses for glycerine in the food industry. Any patents developed through the Association research program will be the property of the Association for the use of its members.

UNIFORMITY
1930
OCTOBER
S M T W T F S
1 2 3 4
5 6 7 8 9 10 11
12 13 14 15 16 17 18
19 20 21 22 23 24 25
26 27 28 29 30 31
Day After Day..
Year In And Out!
STANDARD GRADE
SILICATE of SODA
...runs true to formula and the formula, in turn, corresponds precisely to that which has been selected for your own purpose.
Herein lies a factor of safety ...a source of the utmost reliance in the nature of your own output.
Standard Silicate Company
Cincinnati, Ohio
Cincinnati, O.
Marseilles, Ill.
4 Factories 4 Better Service
Lockport, N. Y.
Jersey City, N. J.

# POTASSIUM PERSULPHATE for Bleaching Soaps

A COMBINATION of POTASSIUM PERSULPHATE and BECCO ELECTROLYTIC HYDROGEN PEROXIDE for the improved bleaching of soaps. Learn about this newest bleaching agent which is already being used by some of the leading soapmakers.

Send samples to our laboratory for a free test of this new bleaching method.

BUFFALO ELECTRO-CHEMICAL COMPANY, Inc.

Station B. Buffalo, N. Y.

## RAW MATERIALS for SOAP MAKERS

*Specializing in*

Olive Oil Foots
Olive Oil
Caustic Potash
Glycerine
Empty Drums
Fats, Oils, Greases

## PARSONS & PETIT

*Established 1857*

26 BEAVER STREET NEW YORK

*Distributors for*

DIAMOND ALKALI CO.
PITTSBURGH, PA.
Caustic Soda Soda Ash

*Agents for*

D. CORREALE SANTACROCE
REGGIO, CALABRIA
Bergamot, Lemon and Orange Oils

Say you saw it in SOAP!

## Raw Materials Reviewed

(*From Page 29*)

of light colored grades of wood rosin during the year are considered responsible for the reduction in quotations over the yearly period.

The glycerine market continued to present an unsatisfactory situation to soap makers all through the year. C. P. glycerine opened the year at 16c lb., with dynamite at 12½c. The steady decline which set in after two months brought C. P. to a low for the year of 13½c lb. early in September, with dynamite priced at 10¾c lb. The demand for anti-freeze purposes reawakened interest in the market in early October, and by November C. P. had advanced to 14¼c lb., and dynamite was quoted at 12c. The market through the year, however, was distinctly disappointing to producers. It is also interesting to note that imports of glycerine in 1929 showed a market increase over the low figures recorded in 1928.

## Polish Soap Production Gaining

Polish production of soaps and dentrifices, according to figures published by U. S. Dept. of Commerce, shows a considerable increase since 1926 when for the first time the Chemical Union of Warsaw was able to compile more or less detailed statistics of this production. The following table shows production of all the more important Polish factories:

| | 1926 | 1927 (In Kilos) | 1928 |
|---|---|---|---|
| Toilet soaps. | 1,500,000 | 1,771,000 | 2,233,000 |
| Dentrifrice . | 80,000 | 138,000 | 178,000 |

The increase of production, however, is not reflected in imports, which show similar increases during the past few years. At present the United States has only a small share of the Polish trade and so long as the system of import restrictions in Poland continues to be used to protect Poland's seriously adverse balance of trade, there seems to be little possibility of securing an adequate increase. Unless, therefore, American manufacturers should become interested in establishing branch manufacturing plants in Poland on the lines adopted by French manufacturers, America's share in Polish imports of these commodities will of necessity be limited. There is no apparent reason, however, why the United States could not supply a part of Poland's growing demand for synthetic perfume and flavoring materials.

A. Herman Wirz, head of A. H. Wirz, Inc., tube manufacturers, Chester, Pa., died at his home in Wallingford, Pa., recently, after a short illness.

QUALITY INSURANCE

QUARTZ QUALITY SILICATE has been known to silicate users since 1864. It has come to be considered as the standard. Such a reputation is not mere accident—not something that just grew of itself.

The effort to make uniformly good products is known as control. Control begins with the raw materials. The raw materials that we use are analyzed in our laboratories. The finished silicate is tested and checked. Then when shipments are made, samples are actually taken out of each tank car or truck (or car of solid silicate) and again tested to be certain that the quality conforms to the standard before leaving our works.

"N" Brand Silicate is shipped in barrels, drums or tank cars from all our works located at Chester, Pa., Rahway, N. J., Buffalo, N. Y., Utica, Ill., Anderson, Ind., Kansas City, Kan., St. Louis, Mo.

**Philadelphia Quartz Co.**

**MAKERS OF SILICATES OF SODA**

**General Offices: Philadelphia**

**Chicago Offices: 205 W. Wacker Dr.**

# DIAFILT

A Diatomaceous Earth of Quality that You Can *Prove By Test.*

**Uniform in efficiency**
**Dependable in supply**
**Economical in cost**

***and*** **an efficient service insured by our Engineering Staff.**

*We solicit your interest and an opportunity to furnish further information.*

## Industrial Chemical Sales Co.

**Incorporated**

**230 Park Avenue**
**New York, N. Y.**

**205 W. Wacker Drive**
**Chicago, Ill.**

# Makes a Ton of Coal do The Work of Two

Saving 33⅓% on Fuel and Labor is what the Detroit Waste Works reports after installing a Brownell Automatic Underfeed Stoker. Figure it out—suppose the same thing can be done in your steam plant, and it is very probable that no matter what kind of equipment you are now using—a substantial saving can be effected—anywhere from 15% to 50%—and sometimes more.

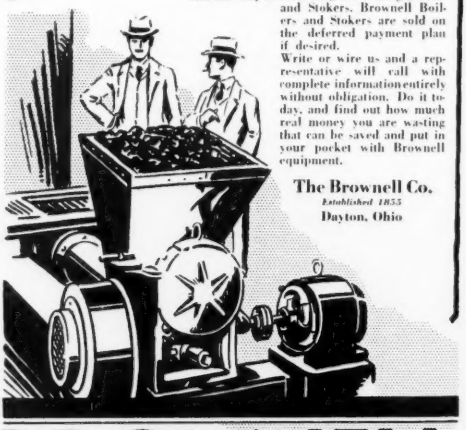
**This Far-reaching Brownell Service**
***instantly at your command . . .***

Brownell Stokers are cutting firing costs and paying for themselves out of savings in fuel and labor costs—paying for themselves in a short time—doing it all over the country. The surest way to know what Brownell can do in your plant is to have us submit an engineering opinion or a survey which will be rendered gratis and without obligation.

***Results Guaranteed***

The Brownell Guarantee is backed by the great nation-wide Brownell organization in business for over 75 years, and the only firm making and selling Boilers and Stokers. Brownell Boilers and Stokers are sold on the deferred payment plan if desired.

Write or wire us and a representative will call with complete information entirely without obligation. Do it today, and find out how much real money you are wasting that can be saved and put in your pocket with Brownell equipment.



**The Brownell Co.**
*Established 1855*
**Dayton, Ohio**

# BROWNELL

***Automatic Underfeed***
**STOKERS**

**SEE OUR EXHIBIT AT**
**International Heating and Ventilating Exposition**
**Commercial Museum, Philadelphia**
**January 27-31. Booth 1053-1054**

## New Patents

(*From Page 59*)

discharge opening, the walls of the opening constituting a valve seat, a movable valve stem passing down from the interior of the container out through the opening, the valve stem having a clear annular space between it and the opening edge, a guide for the stem arranged inside the container at a considerable distance above the discharge opening so as to leave an unobstructed space around the stem between the guide and opening, a valve attached to the stem outside the container and cooperating with the valve seat at the discharge opening, a collar attached to the valve stem under the guide inside the container and operating as an agitator, means for normally retaining the valve stem in a definite resting position, the lower portion of the container being formed with smooth conical interior walls at an inclination steeper than the angle of friction of the powder, the inclination being constant and continuous down to the edge of the discharge opening.

**1,736,824.** Soap dispenser. Patented Nov. 26, 1929, by John Fritsche of Merion, Pa. In a dispenser, a receptacle for the material to be dispensed provided with a delivery opening, a feed member rotatably mounted, having spaced annular grooves and provided with a longitudinally extending slot, and means carried by the receptacle and projecting into the grooves to positively remove the material from the slots.

**1,737,222.** Cleaning compound. Patented Nov. 26, 1929, by Seymour B. Dewey, Jr., of Cleveland, O., assignor to Thomas H. Taylor, East McKeesport, Pa. A cleaning compound consisting of potassium linseed oil soap, potassium castor oil soap, and unsaponified emulsified castor oil.

**1,737,223.** Process of making cleaning compounds. Patented Nov. 26, 1929, by Seymour B. Dewey, Jr., of Cleveland, O., assignor to Thomas H. Taylor, East McKeesport, Pa. The process of making a cleaning compound, which consists in heating linseed oil and water, adding successive increments of potassium hydroxide to saponify the oil, boiling the mixture until saponification is substantially complete, adding a sufficient quantity of cold water to the hot soap solution to cause the same to jel, adding castor oil, and emulsifying the castor oil in the soap solution to form a homogeneous cleaning compound.

*WHY NOT USE*

THE HIGH-ACTIVE DECOLORIZING CARBON

**CARBORAFFIN**

which means a lesser quantity

or where a lighter quality of carbon is desirable

**ESBIT**

**ALLIED ACTIVE CARBON CO., INC.**

551 FIFTH AVENUE NEW YORK CITY

# AERO BRAND T-S-P

Aero Brand Tri Sodium Phosphate is recommended for users desiring a free-flowing and readily soluble product.

Aero Brand Tri Sodium Phosphate is accurately screened, carefully cured and shipped in paper-lined, non-sifting drums, kegs and barrels.

Manufactured and shipped from our plant at Warners, N. J. (on New York Harbor). Write or wire for more complete information.

AMERICAN CYANAMID COMPANY — AERO BRAND — INDUSTRIAL PRODUCTS

*Industrial Chemicals Division*
American Cyanamid Company
*535 Fifth Avenue New York*

# SOAP

As PIONEERS in the development of quality soaps, oils and allied products, we take pride in their enviable reputation for *high quality, constant uniformity* and *absolute dependability.*

Fifty-three years' experience in the manufacture of these products is the background upon which they are offered to you and your trade. Whatever your requirements may be, we are prepared to meet them to entire satisfaction.

AUTOMOBILE SOAPS
INDUSTRIAL SOAPS
PINE OIL CLEANERS
COCOANUT OIL BASE
LIQUID TOILET SOAPS
LIQUID SHAMPOO SOAPS
LIQUID SHAMPOO BASE

Our chemists, skilled in the art of soap making, are trained to meet the most exacting specifications. Every piece of merchandise is laboratory tested before it leaves the plant. This is your safeguard. Packed under your own private label.

*Manufacturers to the Jobbing Trade*

The BROOKS OIL Co.
CLEVELAND, OHIO

Say you saw it in SOAP!

# INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.*
Harry W. Cole, Holbrook, Mass., Secretary.

## Hokum and Bunkum

ELSEWHERE in this issue, we have published an article which recently appeared in a syndicated newspaper health service. The article in question was by a Dr. William Brady and was called "The Disinfectant Bugaboo Afflicting the Public Schools." In brief, it tells how and why disinfectants are not necessary in schools, and how they are all "hokum, bunkum and graft." He states that the instructors in chemistry and physics in any school should be able to prescribe and prepare the proper disinfectants and deodorants when necessary, but that they are not necessary. He states that those which are being sold to public schools today are in reality cheap, low-grade products selling at fancy prices, and implies that the reason they sell at all is because there is a big element of graft in their purchase.

To those who manufacture disinfectants and deodorants—and we mean the bona fide manufacturer of standard products, and not those which hang around the ragged edge with questionable articles—let us say that this fellow Brady is a strong, convincing writer, that his stuff is published in many newspapers and circulates all over the country, and that he probably has a big following. The damage which he can do to the disinfectant business through this and previous articles in a similar vein is unquestionably very great. The fact that he becomes inaccurate and somewhat wobbly when he ventures into the field of things chemical in his writings, does not lessen the impression which his articles must make on the lay mind.

We point out this article by Dr. Brady as the latest shot of its kind aimed at disinfectants. Some of the things he says are justified. Some of them are not justified and some are plain twaddle. Nevertheless, we are inclined to ask the disinfectant manufacturers once again the same question which we have asked a dozen times before, "What are you going to do about it?" We can say bluntly that the disinfectant industry, as far as adverse publicity is concerned, has been in a sound slumber for some years. Nothing has ever been done which we know of to counteract the effects of adverse publicity, and there certainly has been plenty of it. Its effects are cumulative. Because it has apparently not seriously damaged the industry thus far, is no reason to let it go on unanswered. Who knows but that the sales of the industry might not be twice what they are today? Who is there to say that business has not been cut down by publicity attacks?

We know that there are many in the disinfectant business who should not be, and that they make products which have no place alongside of those of honest manufacturers. We know that all disinfectants and deodorants are not hokum and bunkum, but what do the general public and others know on this subject? Only what they read and hear.

We wonder just how much of this "hokum, bunkum and graft" talk the disinfectant industry is going to permit before it makes at least a feeble gesture to reply.

## No Terry Patent Decision Yet

ALTHOUGH it had been hoped that a decision in the Terry Fly Spray patent case would be rendered before the end of the year, no word has come from California as yet that the Court has decided the case. However, a decision is expected at most any time now, and as soon as word of its nature is received by the attorneys for the defense, a bulletin will be sent out at once to interested manufacturers. Based on the character of the testimony introduced at the trial, a decision holding that the patent is invalid is considered probable in the industry.

At the annual meeting of the Shoe Polish Manufacturers' Association of America, held in New York on December 10, officers for the next year were elected as follows: Thomas A. Morrow, of the Gold Dust Corp., New York City, president; R. Everitt of Everitt & Barron, Providence, R. I., vice-president; John Challis of the Whittemore Co., Boston, second vice-president, and Thomas F. Anderson, Boston, secretary.

# The Insecticide *and* Disinfectant Manufacturers Association

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INSECTICIDE & DISINFECTANT MANUFACTURERS ASSOCIATION
Harry W. Cole, Secretary
HOLBROOK MASS.

# Notes of the Trade

Zonite Products Corp. for nine months ended on Sept. 30, report earnings equivalent to $1.31 a share on 688,300 shares of stock outstanding, against earnings equivalent to 51c a share in the corresponding period last year. Figures for this year do not include earnings of the A. C. Barnes Co. or the Forhan Co.

Hudson Chemicals Co., Winston-Salem, N. C., is the name of a new concern which has recently entered the sanitary products market. A line of insecticides, disinfectants and deodorants will be marketed, and the company will act as sole agents for *Ratin* and *Ratinin*. George Hudson is manager of the new concern.

U. S. Sanitary Specialties Corporation, Chicago and New York, expects to have ready shortly after January 1, a 32-page, two color general catalog, covering every phase of building sanitation. Because of the great cost of the book, it is not being distributed indiscriminately. Any one writing in and mentioning *Soap* will be furnished a copy.

Sinclair Refining Company has purchased a large tract of land at Thatcher street and the Erie Railroad, Hornell, N. Y., and will erect a large storage and distributing plant there, starting at once, according to a recent report.

Merck & Co., manufacturing chemists, have rented three floors in the Butterick building, 223 Spring street, New York City, for a period of five years, it was learned recently. The offices of the Merck company have been located at 145 Front street for many years. The Front street building will be sold, according to present plans.

S. B. Penick & Co., Inc., crude drug importers and exporters, New York, held their executive and sales convention at the Prince George Hotel, in New York, recently. Approximately twenty-eight attended, including executives, salesmen and department heads. The business of the past year was reviewed and plans for an aggressive, expansive campaign for 1930 were outlined.

Negotiations for the acquisition of Prophylactic Brush Co. by Lambert Co., owners of Lambert Pharmacal Co., makers of Listerine, are understood to have been virtually concluded.

# *Recent Developments in* DISINFECTANTS

By Dr. Emil Klarmann*
*Chief Chemist, Lehn & Fink, Inc.*

HILE a considerable amount of research work has been accomplished in the field of disinfectants during the year 1929, most of it refers to the theoretical foundations of the subject and only comparatively little deals with new discoveries capable of immediate practical application. In a sense this trend is to be welcomed from a scientific viewpoint. The number of many individual, yet unrelated facts, has grown considerably during the past several years and a correlation of these facts, together with an extension of the fundamental principles of the mechanism of disinfection, appears to be extremely desirable at present.

### *Theory of Disinfection*

A PAPER by Rahn (1) seems to be of considerable importance. This investigator studied the disinfectant process as a time reaction and arrived at the significant conclusion that the death of unicellular organisms is brought about by the inactivation of a definite number of essential molecules in the cell. It follows from mathematical considerations that if the number of essential molecules is only one per cell, the order of death is the same as if the cell would correspond in its entirety to only one molecule. According to the law of mass action, the order of death would then be a logarithmic one. With two or three essential molecules it still resembles the logarithmic order but with an increasing number of reacting molecules it approaches more and more the order of death of higher organisms. It has been found that with most micro-organisms, the order of death is so nearly logarithmic that in all probability the inactivation of only one essential molecule will cause bacterial death, although it is possible that there are several molecules of the same type in each cell. These conditions were found not only when germs were killed by exposure to heat, but also by exposure of micro-organisms to disinfectants.

### *Methodological Investigations*

A NUMBER of papers have been published dealing with the comparative evaluation of disinfectants when tested according to various methods. Attention should be called to a paper by Philbrick (2), who determined the bactericidal efficacy of certain coal tar disinfectants against various germs. According to Reddish and Brewer (3), there is no appreciable difference in the results obtained by using the Hygienic Laboratory method or the method of the United States Department of Agriculture when applied to coal tar disinfectants. Tanner and Wallace (4) consider certain basic conditions which must be fulfilled in order to obtain comparable results of disinfectant tests.

A number of common antiseptics and disinfectants have been tested by Rose (5). A discussion of methods has been furnished by Reddish (6) referring to antiseptics, disinfectants and products claimed to possess antiseptic properties such as tooth pastes, soaps, salves, dressings, etc. Ointments, particularly those of the U. S. P. and N. F., have been studied by Reddish and Wales (7).

According to Shippen (8), neither the method of the Department of Agriculture nor the Rideal-Walker method is applicable to preparations of high bacteriostatic power unless modified by the addition of sub-transfers.

In testing a number of commonly used antiseptics, Allen (9) applied a somewhat different method. Agar slants were covered with the disinfectant solutions and transplants were made every 15, 30, 60 and 180 minutes. However, it seems that the concentration factor has not been considered sufficiently to make the paper one of great practical importance.

An improved method of determination of the germicidal action using yeast as the test organism, has been reported by Branham (10); mercury chloride has been selected as standard germicide. The same author carried

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out a comparative investigation of a number of disinfectants and antiseptics (11). It has been found that certain antiseptics caused a considerable stimulation of the fermentation after an initial inhibition which in some cases lasted for several hours. This effect was exerted usually by concentrations which caused the least inhibition.

*Certain Organic Compounds*

RETTGER, Plastridge and Valley (12) carried out a very complete examination of butyl phenol, its germicidal efficacy, its stability and the action of organic matter upon this product. The three isomers of butyl phenol showed approximately the same germicidal effect; the phenol coefficients are for the ortho compound 51, the meta compound 52 and the para compound 51. Alkalis reduce the germicidal efficacy of butyl phenol but calcium carbonate effects a much greater reduction than sodium carbonate. Soaps, when present in great excess, also produce a reduction of the germicidal action. Rettger, Valley and Plastridge (13) subjected butyl resorcinol to a similar exhaustive examination. They found that the phenol coefficient of normal butyl resorcinol is between 19 and 25 and increasing with the purity of the preparation. Calcium carbonate did not materially affect the germicidal power of the preparation, even after standing at room temperature for 30 days, but after six months the phenol coefficient fell from 22 to less than 8. Standard organic matter does not seem to influence the germicidal efficacy of butyl resorcinol, but the presence of an excessive amount of blood serum caused a considerable loss of germicidal efficacy. A redetermination of the germicidal action of the series of the alkyl derivatives of resorcinol has been carried out by the same authors in which n-heptyl resorcinol appears as the compound with the highest phenol coefficient, viz., 60, as compared with the phenol coefficient of n-hexyl resorcinol, 50.

A new class of phenol derivatives, that of hydroxydiphenylsulphides, has been studied by Hilbert and Johnson (14). Of the three isomers, the p-hydroxydiphenylsulphide shows the highest germicidal effect against—B. typhosus, the phenol coefficient being 115. Compared with this, the phenol coefficient of m-hydroxydiphenylsulphide is 68 and that of the ortho derivative 33. The presence of oxygen attached to the sulfur atom reduces the germicidal action to less than one-tenth of that of the corresponding sulphide. Thus the p-hydroxydiphenylsulfone has a phenol coefficient of less than 10.

Additional work has been carried out by Sabalitschka (15) upon the germicidal action of benzoic acid esters. Some of these esters have been placed on the market under the trade names "Nipagin," "Nipasol," and others. They are used for the preservation of a number of substances such as jellies, fruit juices, pharmaceutical preparations, etc.

Cheeseworth and Cooper (16) published a paper dealing with the efficacy of unsaturated compounds as germicides. They found that generally unsaturated compounds show a higher germicidal effect than the corresponding saturated ones, although there are exceptions. Thus the unsaturated lower fatty acids are more germicidal than the saturated derivatives, but allylamine is less efficacious as a germicide than propylamine. In the series of aromatic derivatives, the presence of a hydroxyl group in the nucleus, makes the compound much more efficacious as a germicide, than a hydroxyl in the side chain. Steric configuration also plays a great role. Fumaric acid is a more powerful germicide than maleic acid. The unsaturated compounds exert a more pronounced precipitating action on proteins than the saturated ones, but it seems that this effect is not due to the formation of a chemical combination between the unsaturated bond and the protein; the authors attribute the effect entirely to the denaturing and precipitating action of these compounds upon colloids, i.e., to a purely physical-chemical reaction.

The germicidal action of indole has been studied by Kilborn, Pierce and Tittsler (17). Stickl (18) reports that alkaloids from Chelidonium maius, such as chelidonine and chelerythrine, show a considerable germicidal action against gram positive germs (B. anthracis Staph. aureus).

*Antiseptic Action of Soaps*

DAVISON (19) studied the detoxifying germicidal and surface tension depressing properties of various soaps and found that there is a distinct relation between their germicidal and detoxifying ability on one hand and their diffusibility on the other. However, it was also found that such germicidal soaps are correspondingly ineffective as surface tension depressants.

Kozlowski (20) investigated the action of sodium ricinoleate upon bacteria and determined the susceptibility of various pathogenic organisms to the inhibitory and germicidal efficacy of this compound.

Scharlau (21) found that soaps, containing various disinfectants such as thymol, salicylic acid, etc., were not more effective as germicides than ordinary soaps. Soaps prepared from substituted fatty acids have been investigated

(*Turn to Page* 113)

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# Are Disinfectants all *Bunk?*

WRITING for a syndicated service on health matters, a Dr. William Brady recently discussed the subject: "The Disinfectant Bugaboo Afflicting the Public Schools." The article in question was published in a number of newspapers throughout the United States. Its possible effects on members of schools boards, purchasing agents, etc., can readily be imagined. Dr. Brady reveals an ignorance of his chemistry in spots, but this does not remove any of the damaging character of the article. He implies that all disinfectants are "hokum, bunkum and graft." In some of his previous daily newspaper articles, he has implied the same thing.

As we have mentioned before, *Soap* wonders if the disinfectant industry is going to sleep on forever and permit the publication of this type of damaging publicity without doing anything about it. Read what Dr. Brady had to say and judge for yourself:

"The superintendent of schools writes from a town in a nearby state: '. . . A few years' experience in buying janitors' supplies for schools has convinced me that there is a wide field for graft and that the opportunity has not been wasted. In the matter of disinfectants and deodorants, for example, we have aromatic blocks, pine oil disinfectants and, finally, the salesman who would have you pay $2 to $4 a gallon for a formaldehyde solution whose water content he does not profess to know. I have paid exorbitant prices for cleaners with catchy trade names only to learn that I might have bought the same thing at a reasonable price under its common commercial name. Can you tell me what may be used as a clean, cheap, effective deodorant in school toilets? What is your opinion of the use of sprays in school rooms as a preventative of disease?'

"If disinfectants, deodorants or cleansers must be purchased for use in the schools, why should not the chemistry and physics department of the schools advise what should be used? Are our public schools so poorly manned that the head of the chemistry department can't give expert advice about such a thing? Is the teaching of physics in the school system so abstruse and unpractical that the head of the physics department is unable to tell the purchasing agent what materials are best for cleansers? What earthly use is it to require a boy or girl to take a course in physics and a course in chemistry, as every school should require, and carefully avoid teaching the pupil anything about the physics and chemistry in his or her daily life? The great weakness in these science courses in our public schools is that the science teachers are too darned interested in mathematics. A reasonable amount of mathematics may be good for a pupil, but when the mathematics department gets through with him it is regrettable that the physics or chemistry departments should feel in duty bound to rub some more mathematics into the luckless pupil. Undoubtedly this obsession of pedagogues turns many a promising youth away from science, to the world's loss.

"The graft the superintendent has the temerity to imply is there, all right. Maybe the grafters who make a fat thing out of it would call it legitimate graft. Like the famous Tammany politician who boasted of his grafting exploits but always insisted it was legitimate graft.

"Hokum, bunkum and graft. The hokum is the very idea that disinfectants are necessary in the schools; the bunkum is that when a disinfectant is to be used it must be a proprietary article, not a plain chemical compound or mixture.

"There is no more need for disinfectants or deodorants in school than there is in the home. Ordinary cleanliness and ordinary cleaning with ordinary cleansers will meet every possible requirement in school as it does in the home.

"Heaven pity the children so unfortunate as to attend a school where a spray is used or the air impregnated with some mysterious odor or a stinkpot from the alleged health department is touched off now and then to 'prevent disease'."

---

American Can Co. and Thermokept Corporation are cooperating with English interests in the formation of the British Can Co., which has acquired the business of Ernest Taylor, Ltd., of Liverpool. H. W. Phelps, president of the American Can Co., and Harry Craver, vice-president, will be directors of the new company and other American members of the board include Robert M. McMullen, chairman of the Thermokept Corporation, and George K. Morrow, chairman of the United Cigar Stores Corporation and Gold Dust Corporation.

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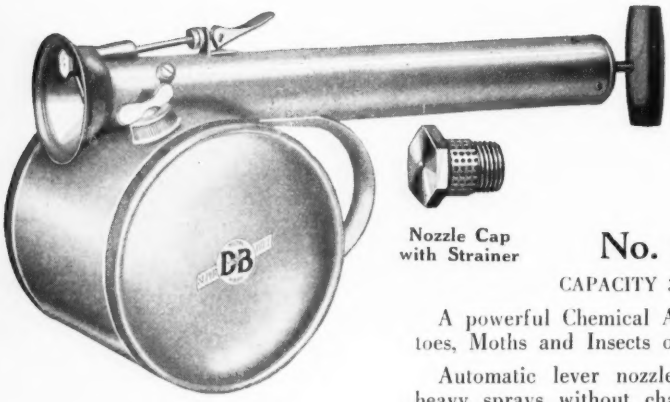


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# Why Factory Inspection?

## *Insecticide Administration Explains Reasons for Plant Inspections and Other Activities*

By Dr. P. D. Dunbar*

*Asst. Chief, Food, Drug & Insecticide Administration*

My purpose is not to discuss specific insecticidal or fungicidal or disinfectant problems, not even to talk specifically about the requirements of the insecticide act or of the caustic poison act which most of you are likewise interested in, but to try to tell you something about the policy and point of view of our organization with respect to the business in which you are engaged.

We have come to realize that industrial organizations such as yours are the natural allies of Governmental agencies enforcing acts such as the insecticide and the caustic poison acts. My own experience with the insecticide act dates back only about two years, but in an experience of more than twenty years in the enforcement of the Federal Food and Drugs Act, I have come to the very deep-seated conclusion that the average business man, the average manufacturer of commodities such as those in which you deal, is thoroughly sold on the principle and policy of honesty in his business operations. Not only does he stand committed to that policy because of the ethics of the situation, but because he realizes that good business depends upon satisfied consumers and that the concern which manufactures and distributes a product which is dishonest or ineffective in any respect cannot hope to survive.

That being the case we can expect to find in an organization such as yours only such individuals as are thoroughly sold on the same point of view as we who are enforcing the insecticide act. Our interests and your interests coincide in every respect. It is our main and only purpose, so far as the insecticide act is concerned, to see that the consumer gets his money's worth and the corollary to that, of course, is that the honest manufacturer shall be protected from unfair competition.

Now, we are frequently able, through the comment and criticism of members of your Association, to reach a new idea about your problems which will assist us very greatly in our enforcement activities. I want to emphasize the fact right here that we are glad always to receive criticism, to receive constructive suggestions, from each and every one of you, either made direct to us or through your organization officers, which will assist us in reaching conclusions in accordance with the facts which may be used in the enforcement of our act, the insecticide and caustic poison act.

I presume that some are not entirely clear on just what occurred at the time the present organization, the Food, Drug and Insecticide Administration, was formed. Many of you who have been in this business of insecticide and disinfectant manufacturing for many years were well acquainted with the old Board, the Insecticide and Fungicide Board, headed during the entire period of its existence by Dr. Haywood. The Insecticide Act as you are well aware parallels in most respects the Food and Drugs Act. In fact, it was modeled after that measure and I think it is generally recognized by the food and drug industries that that measure is one of the most beneficial that has ever been placed upon the statute books, that it has been of benefit both to the consumer and to the honest manufacturer. It was logical therefore that when the Insecticide Act was framed it should parallel in most respects at any rate the requirements of the Food and Drugs Act.

The appropriations for the enforcement of the Insecticide Act were naturally necessarily limited and with the funds at the disposal of the then Board of Insecticide Control it was not possible to carry on that extensive supervision that the importance of the industry made desirable. And I do not mean by this to infer that this supervision was not effective within the limits, the physical limits, of the funds and force available. It became very evident, however, that since the two acts are closely parallel, it would not be a difficult matter,—in fact, it would be a logical matter,—to combine the enforcing activities of the Food and Drugs Act with those of enforcing the Insecticide Act and it was with that in view as well as with the idea of separating strictly scientific work in the Department of Agriculture from law enforcement work that on the

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first of July, 1927, the work under the Insecticide Act, the work under the Food and Drugs Act, the Caustic Poison Act, the Naval Stores Act, the Import Milk Act and Tea Act, were combined in the Food, Drug and Insecticide Administration.

NOW, I am going to tell you in a very few words something about the way that Administration is organized, in order that you may understand something of our operations and perhaps may through understanding be in a position to make contacts with our field organization more effectively than you have before.

The United States, for purposes of law enforcement under the six laws that we are enforcing, is divided into three general food and drug inspection districts. These are the eastern district, which embraces the Atlantic Coast States and the Island of Porto Rico; the central district, which embraces roughly the Mississippi Valley States; and the western district, including the Rocky Mountain and the Pacific Coast States. Each of those districts is in charge of a principal administrative officer known as the district chief.

The districts are then further sub-divided into what we call station territories at the center of which—I say center; I mean the most logical point within that territory—is located a laboratory which is equipped with the necessary complement of inspectors, chemists and clerical force, and is headed by a chief whose business it is to be fully acquainted with all the activities in foods, drugs, insecticides and in the other commodities which are going on within his particular territory. That station reports directly to the chief of the district, who in turn is in constant contact with Washington.

One fundamental requirement in the enforcement of any national law is absolute uniformity of action throughout the United States. It is perfectly obvious I think to any of you that if we are acting against one particular type of insecticide—let us say a preparation for controlling mosquitoes—in the eastern portion of the United States, it will be eminently unfair if similar activities are not directed against western manufacturers. So our fundamental principle in all our law enforcement work is absolute uniformity of action against all manufacturers throughout the United States, and as I said at the outset, there are comparatively few manufacturers who need regulatory control. The manufacturers of the "gyp" preparations are few and far between, but they are potentially dangerous to your whole industry. Not only because of the competitive situation


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involved but because they bring your entire industry into disrepute among consumers.

A second principle which must guide us in our enforcement activities is the selection for our operations of those products which are most important from the standpoint of the consumer. As I said before, I am not quite as familiar with the preparations manufactured and distributed by your organization as I am with food and drug commodities. But I may illustrate the point that I have in mind by saying I will take drugs as my subject and give you an outline of our consideration of different types of drug products under the Food and Drugs Act.

(*Concluded in February issue*)

## Starts New Janitor Supply House

Arthur C. Tretow, who has spent some fifteen years in the sanitary products industry, recently resigned his position with Palmer Products, Inc., and has started a new janitor and sanitary supply business in Milwaukee, under the name of the Chemical Specialties Co. Mr. Tretow has been an executive of Palmer Products, Inc., and Associated Manufacturers Co., Chicago, for the past eight years, and previous to that he was with the U. S. Sanitary Specialties Corp, and the West Disinfecting Co., in Chicago. The Chemical Specialties Co. is located at 571 East Water St., Milwaukee, and will offer a complete janitor supply service in that city and the state of Wisconsin, serving schools, institutions, public buildings, factories, and other direct users of janitor and sanitary supplies and equipment.

The Owl Drug Co., which operates principally on the Pacific Coast and in Middle West territory, and Drug, Inc., the holding company which controls Liggett's and other pharmaceutical concerns, have merged, Carl A. Henry, president of the former organization, announced recently. This consolidation, which will bring combined assets up to about $130,000,000, becomes effective immediately.

Present plans are to operate the combined stores under the name of the Owl Drug Co.

Merck & Co., manufacturing chemists, Rahway, N. J., held their annual sales convention December 16-19 with about eighty salesmen and branch managers in attendance. Sales talks were given by James J. Kerrigan, general manager, and others in the organization. Meetings were held at Rahway and at the Newark Athletic Club, Newark, N. J.

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*Executive Offices:* NEW YORK

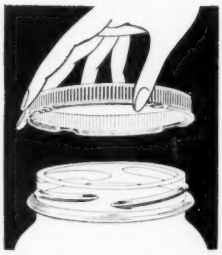
WORLD'S LARGEST PRODUCER OF ADHESIVES

During 1930, 19,250,000 advertisements in The Saturday Evening Post and The Ladies' Home Journal will increase the already great demand for products packed in glass under Anchor Amerseal Caps. Look for our advertisement in The Saturday Evening Post of January 11th.

# Sure protection for good polishes . . . the ANCHOR AMERSEAL CAP!

Polishes—for silver or furniture or shoes—must always be found in perfect condition when there is need to use them. There must be no caking—no stickiness . . . To assure this the most progressive manufacturers, a few of whose names and brands you see illustrated here, seal their products with the Anchor Amerseal Cap. They have found it absolute protection against evaporation or leakage—against the slightest loss in efficiency.

In addition, it has no threads to gum, freeze or cement to the container and can be applied in the factory by hand or machine three or four times as fast as other types of closures. Display value, too, must be considered. Anchor Amerseal Caps lithographed with your design and colors provide a striking way of adding to the attention value of your package . . . Full information regarding Anchor Amerseal Caps will prove of very real interest to you. To secure all details fill in and mail the coupon—today!



A quarter turn to the right applies the Anchor Amerseal. Lugs, formed to fit the contour of the glass threads, draw the cap down and effect a tight uniform contact *around the complete top edge of the container finish.*

MANUFACTURERS: To secure full information about Anchor Amerseal Caps fill in and mail coupon!

Send detailed advantages of using Anchor Amerseal Caps on our packages.

Name_____

Address_____

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We manufacture_____

and put out about_____packages per year. Under separate cover we are sending empty samples of our packages.

**Anchor Cap & Closure Corporation**
LONG ISLAND CITY, NEW YORK • TORONTO, CANADA

Say you saw it in SOAP!

## Developments in Disinfectants

(*From Page* 103)

by Eggerth (*22*). This author found that bromination of saturated organic acids in the alpha position increased the germicidal effect very considerably against most germs, except B. typhosus for which it was practically the same as the unbrominated product. The maximum germicidal effect depends upon the micro-organism used. Thus soaps with 12 and 14 carbon atoms were found to be most germicidal for gram-negative organisms, while those with 16 and 18 atoms showed the maximum of germicidal action against gram-positive germs. The brominated soaps are more active at slightly acid than at slightly alkaline reactions, because of the greater toxicity of the free acid.

The same author also studied the effect of alpha hydroxy substitution of the fatty acids upon the germicidal action of soaps (*23*).

*Germicidal Action of Metal Salts*

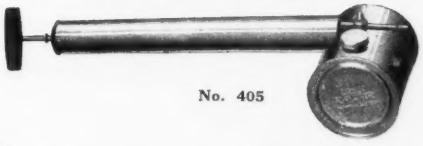
THE problem of disinfection and inhibition by copper salts has been studied by Vignati and Schnabel (*24*). B. coli and Staph. aureus were used as test organisms. The authors found that if the germs were treated with copper sulfate under certain conditions, subsequent washing with sodium chloride solution did not cause the germ to multiply. However, by treating the micro-organisms with sodium citrate or sodium thiosulfate, of which the former makes copper insoluble in protein and the latter produces a soluble complex compound, the germs could be "revived." The disinfectant action, therefore, appears to be a reversible process. In some cases a treatment of B. coli with citrate solution of 72 hours' duration was necessary to counteract a 24-hour action of a solution of copper sulfate. Staphylococcus behaved in a similar way except that it was generally more resistant. The same authors found also that complex copper, silver, lead and zinc compounds are non-toxic to B. coli provided the complex is sufficiently resistant to carbon dioxide of the air and to the acid products of bacterial metabolism (*25*).

It has been well known for a time that finely divided silver is an excellent preparation for the sterilization of drinking water. Vernicke and Modern (*26*) attribute the effect of finely divided silver to the presence of silver ions. They proved this by passing water slowly over electrodes of special construction. The infinitesimal amount of silver ions present in the water is removed by this treatment and the germicidal effect decreases proportionately as the silver is precipitated. Hofman (*27*)


# A Pattern for Every Purpose

Many leading insecticide Manufacturers and Distributors have found the exact pattern for their purpose in the Hudson Line. It offers an unusual assortment of styles and types, with capacities ranging from 5 ounces to 100 gallons from which to choose.

## HUDSON CONTINUOUS SPRAYERS



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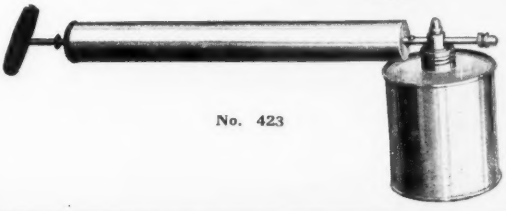

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**The Perfect Vaporizer**

Patented
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Proved quality, outstanding individuality, and efficient performance guarantee proper application of your product. Write today for information about your particular problem. Our engineers will be glad to counsel with you. Send for special catalog showing our complete lines of Sprayers and Dusters.

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# Guaranteed Uniformity

## with PYROCIDE No. 20, the New Standardized, Concentrated Extract of Pyrethrum

PYROCIDE No. 20 is solving the problem of uniformity in fly sprays and household insecticides for a number of America's leading manufacturers.

Pyrocide No. 20 is a highly concentrated oil-soluble extract of pyrethrum flowers, manufactured and standardized under strict chemical control, insuring the same content of active principle in every shipment.

Each gallon of Pyrocide No. 20 contains the active principles from 20 pounds of pyrethrum flowers; these flowers contain 0.75% of pyrethrins (active principles).

We have found by extensive experiments on flies that one pound of flowers containing 0.75% pyrethrins will make one gallon of spray having very high insecticidal value.

Therefore, we guarantee that Pyrocide No. 20 will make an exceptionally satisfactory and uniform household insecticide and fly spray when diluted one part Pyrocide No. 20 to nineteen parts of light mineral oil.

*Write or wire us now, giving the quantity in which you are interested.*

**McLAUGHLIN GORMLEY KING CO.**

**1715 S. E. Fifth St. Minneapolis, Minn.**

**PYROCIDE No. 20**

**CONCENTRATED EXTRACT OF PYRETHRUM FLOWERS**

studied the mechanism of the oligodynamic effect of finely sub-divided metals and found that the presence of oxygen is essential for their germicidal action, because it has an ionizing effect upon metals. Only metal ions are effective. He thereby disproved the theory of Herzberg (28) who claimed that finely subdivided metals act only as catalysts for the oxygen which is to be regarded as the actual germicidal agent.

*Inhibition of Germicidal Action by Proteins*

IT had been found previously by Cooper and Haines (29) that the germicidal action of quinones corresponds to their reactivity with amino acids rather than with proteins. No explanation could be given for the very high temperature coefficient of the germicidal effect of benzoquinone as compared with the normal temperature coefficient of its reaction with amino acids. The difference was found to depend upon the accelerating effect of salts on the reaction with amino acids. Thus Ringer solution accelerated the velocity of the reaction between benzoquinone and glycine very considerably. The same authors also continued their investigation of the germicidal action of certain nitroso derivatives (30). In a previous paper, it has been found that the nitroso-anilines are much better germicides then the corresponding nitroso-phenols; however, their action was so slow that only inhibition experiments revealed their high antiseptic efficacy, while short time germicidal experiments made them appear to be very weak disinfectants. The tervalent state of the nitrogen seems to be essential for the action of the nitroso-anilines, since their salts are weak germicides. Thus nitroso-dimethyl aniline inhibits the growth of B. coli during 48 hours at a temperature of 37° in a dilution of 1:170,000, while the corresponding hydrochloride must be used in a concentration of 1:7,500 to produce the same effect. It is concluded from a number of experiments on the reactivity with proteins and with nucleic acid, that the nitroso compounds owe their slow germicidal effect to a gradual reaction with the nuclear constituents of the cell.

Experiments upon the inhibition of germicidal action by proteins and lipoids have also been carried out by Hirschfelder and collaborators (31).

Lubenau (32) has published an interesting paper on the inhibition of germicidal action in which the cultures were allowed to dry on horn rods. By this method he could obtain a very interesting differentiation of depth and surface action of the various disinfectants tested.


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*a special odor for*
Liquid Soaps

Flowery and refreshing, this unusual odor stands up particularly well in liquid soaps. It is completely soluble and is economical to use. May we submit a sample?

Also Special Odors For
Cake Soaps — Sprays — Disinfectants &
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*Introducing a new line of*

# WATER SOLUBLE PERFUMES

*for*

# FINE THEATRE SPRAYS

A completely new line of water soluble perfumes, especially made for use in theatre sprays, has been developed in our laboratories. These new products, which are made in wide variety of odors, may be used from two to four ounces to a gallon, depending on the strength desired in the finished spray. It is only necessary to mix them with tap water. The resulting solution will be practically clear and **will not separate.** These water soluble oils are available in three series—priced at $1.50, $3.00 and $5.00 per pound. A few suggestions are given below.

**Special Offer**—We have a limited quantity of Terpinolene available. This product, at 17 cents per pound, will be found very effective in masking harsh chemical odors.

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*Disinfection by Ultraviolet and X-Rays*

ACCORDING to Perkins and Welch (33) the germicidal action of ultraviolet rays is extremely rapid, reductions of germicidal growth of as much as 80% occurring in 0.2 second. The relative germicidal effect corresponds to the ultraviolet emission of the radiating bodies. Gates (34) investigated the influence of wave length of ultra violet light upon its germicidal efficacy and found that the upper limit of wave length was 302 to 313 millimicrons. The lower limit could not be determined because of the long exposure necessary. However, an effect was observed at 225 millimicrons. The reaction between pH 4.5 and 7.5 seemed to have little effect but at pH 9 to 10 a distinct drop in the resistance of the germ was noted. Plane polarization of the incident ultra violet light did not seem to produce any demonstrable effect upon its germicidal action.

According to Philibert, Courtier and Risler (35) the x-rays of an aluminium lamp show even a greater germicidal power than the ultra violet rays. Staphylococci are killed in 1/25 second; the x-rays are, therefore, about 150 times more effective than those of a mercury lamp of 3,500 candles. Other bacteria have been found to be more resistant. Thus B. tuberculosis must be first sensitized with cyanine. In other cases methyl violet has been used for sensitization.

*Remarks*

The papers enumerated in this report do not represent by any means everything that has been published in this field, nor have their entire contents been dealt with here. The attempt was made to indicate only the general trend of research during the last year or so. The original papers should be consulted if more complete information on any of these subjects is desired.

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The better the sprayer the better the results obtained from your product. Therefore, it will pay you to consider the ACME. Noteworthy improvements include our No. 200 sprayer with its superior drip cup attachment, the co-ordinated air and spray tubes that create the most effective mist; the special leather plunger and the improved can screw which prevents siphoning when sprayer is not in use. *Write for samples and prices*

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**20% 25% 30% 36%**

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SPECIAL OILS
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## Committee Reports

The following reports were rendered before the Insecticide & Disinfectant Manufacturers Association at the annual meeting, Dec. 9, 10, 11 in New York, and are given herewith in full. Other papers and reports of wide interest not yet published, will appear in the February issue of *Soap*.

### National Insect Killing Week

By JOHN POWELL

THE first National Insect Killing Week was conducted this year from July 7 to 13 under the supervision of a committee appointed by President Hamilton of this Association as follows: J. L. Brenn, E. B. Loveland, Ira P. Mac Nair, C. P. McCormick, S. S. Selig, and John Powell, chairman. Work was started about the middle of January with a loan from the Association treasury to the Committee. One combination clerk and stenographer at $25 per week from January to July 13 constituted the entire clerical help of the committee. Through the office of Mac Nair-Dorland Co. considerable publicity work was done at no expense to the committee.

The work of the Committee resolved itself into two spheres that of straight publicity through trade journals and newspapers, and the distribution of the streamers and stickers to manufacturers and wholesalers. The stickers proved to be an inexpensive and yet effective method of publicity, and manufacturers used more than 150,000 of these prior to the Week. The reason for the streamers was that they gave the small manufacturer something to tie up to and a concrete means by which contributions could be solicited,

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*Disinfecting Drip Machines*

**Copper-plated finish with plain tin insides**

*Made in special finishes if ordered in quantity lots*

**Our own design, combining the best features of all styles now in use. A simple and substantial machine, entirely automatic and positive in operation. Size: 4 inches in diameter, 10 inches high.**

***With reversible copper bottoms for either front or back drip.***

*Also Manufacturers of*

**Shaker Top Cans**
for paradichlorbenzene crystals

**Insecticide Sprayers**

**Holders for Deodorizing Blocks**

*Write us about your requirements and we will gladly give detailed information, including prices, without any obligation on your part.*

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*Incorporated*
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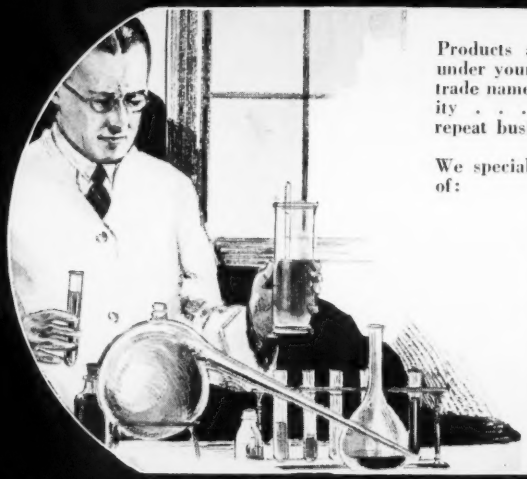

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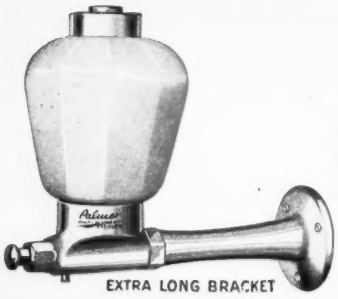


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**Permits replacement of broken glass bowls without removing bracket from wall although bowls in service are just as securely attached to bracket as though cemented in.**

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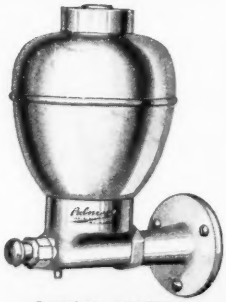

METAL BOWLS

Say you saw it in SOAP!

Of equal importance is the fact that all "Weeks" of this sort are usually put over in that way.

A total of about 1500 manufacturers and exterminators were regularly informed of the work of the Committee, most of these being outside of the Association Membership. More than 200,000 of the streamers were distributed to manufacturers and wholesale druggists. More than 200 pieces of publicity for newspapers and trade journals were sent out from time to time.

The total contributions to the Week amounted to $4,645.38, which included a loan of $500 from the Association, and also includes outright contributions and sales of streamers. By far, the majority of these contributions came from members of the Association. In order to secure a wide distribution of the streamers, it was necessary for the Committee to donate, gratis, the larger portion of the streamers used by manufacturers and wholesale druggists. A report of the receipts and disbursements, properly certified, is being submitted to the Association.

With the facilities at hand, it is obvious that the Committee could not do a perfect job. The Committee could only feel its way in the darkness, so to speak. Much of the cooperation promised did not materialize, although a few manufacturers did broadcast the Week over the radio, and a rather considerable amount of newspaper publicity developed, but the Committee had no means of checking on just how extensive it was.

Owing to uncertainty as to demand for stickers and streamers, the Committee was obliged to more or less guess as to what was required. Trade papers gave the Committee good support, and advertising was purchased in three such papers, namely; Good Hardware, Druggists Circular, Drug Topics. The publishers of SOAP, our official organ, gave unstintingly of their space, without charge to the Committee, and they are entitled to the thanks of the entire Insecticide industry. Twenty-six wholesale druggists, distributed over the entire country, participated in NATIONAL INSECT KILLING WEEK.

As to the effect of the Week on sales of Insecticides, there is no way of telling, but it was scarcely to be hoped that the effect would be noticed in this first effort. The work of the Committee was not on a scale broad enough to accomplish more than to merely establish such a week, and its continuance is a matter for the Association to decide. Your Chairman found much favorable comment on the Week. As a matter of fact, all manufacturers seemed to approve of it, but whether they will actually support it is another matter. The Committee realizes that perhaps a better job could have been done, but it would have cost a great deal more money. In discharging its duties, the Committee has had only one object in mind, that of getting the most benefit for Insecticide manufacturers as a whole.

The following companies contributed to the Week: McCormick & Co., John Powell & Co., Huntington Laboratories, The Selig Co., West Disinfecting Co., John Opitz, Inc., Metal Package Corp., Gulf Refining Co., Komo Chemical Co., Baird & McGuire, Inc., Stanco, Inc., Lehn & Fink, Inc., B. R. Elk & Co., Geo. H. Nowland Co., Shores-Mueller Co., Rigo Manufacturing Co., California Rex Spray Co., C. B. Dolge Company, The White Tar Co., The Chemical Supply Co., Getz Exterminators, Inc., William Sealing Corp., The Antiseptic Prod. Co., Bedsole-Colvin Drug Co., Dethol Mfg. Co., Inc., Pro-Tex-All Co., Trager Manufacturing Co., Fyler Products, Inc., Shell Oil Co., Ever-Nu Mfg. Co., Fort Pitt Chemical Co., An-Fo Mfg. Co., Sinclair Refining Co., Toledo Rex Spray Co., Comco Chemical Co., The Black Flag Co., The Rex Co., Universal Chemical Co., Commercial Petroleum Co., Royal Products Co., Theo. B. Robertson Prod. Co., Curts-Folse Laboratories, Edgar A.

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## Report on the Chemical Evaluation of Pyrethrum

By DR. JOHN GLASSFORD

A PROMINENT entomologist stated several years ago that two serious objections to pyrethrum as a field insecticide were its high price and the lack of a practical method of chemical assay. Since that time, however, Staudinger and Ruzicka have isolated the toxic principles and practically solved the problem of their chemical constitution. (Insektentotende Stoffe, L-X. Helvetica Chim. Acta., v. 7, pp. 177-259, 377-458. 1924. U. S. Dept. of Agriculture, Department Bulletin No. 824.) It was inevitable that, following the isolation of the active principles, there should shortly be developed a method for determining them. Staudinger and Harder did develop two methods of analysis (Annales acad. sci. fennicae, Serv. A. 29, 1-14, 1927). These methods were described by Dr. R. C. Roark at the meeting of our association in December, 1928. The committee has tried these methods of Staudinger and Harder and find them too cumbersome to be practical for routine use. It has been found, however, that one of the methods can be simplified without great loss of accuracy. With further simplification, this method quite possibly will be made sufficiently practical for routine use.

Tattersfield, Hobson and Gimingham, the English authorities, have also been working upon the chemical analysis of pyrethrum and the correlation of results obtained with those obtained by their biological method. They propose two microanalytical methods for the determination of the pyrethrins based on the macro methods of Staudinger and Harder. The analytical results obtained for a series of pyrethrum samples agreed with their observed insecticidal properties. When tested against *aphis rumicis* they found pyrethrum I to be about ten times as toxic to these insects as pyrethrin II. (Journal of Agricultural Science, Vol. 19, pp. 266-96, 1929.) Tattersfield & Hobson have also published another modification of the method above described, providing a rapid assay of pyrethrum, by the determination of pyrethrin I, which promises to be of real practical value, though this committee has not yet tested it. (Journal of Agricultural Science, Vol. 19, pp. 433-7, 1929.)

The latest method proposed for the analysis of pyrethrum is that of Gnadinger and Corl. (Journal of the American Chemical Society, V. 51, pp. 3054-64, October, 1929.) The method is based upon the copper reducing power of the pyrethrins. Pyrethrin I and pyrethrin II are not differentiated in the analysis, the authors finding pyrethrin I to be only slightly more active than pyrethrin II, agreeing with Staudinger and Ruzicka on this point and differing from Tattersfield, Hobson and Gimingham. This report will be supplemented by a paper on the subject of the chemical evaluation of pyrethrum by Dr. R. C. Roark of the Bureau of Chemistry and Soils, U. S. Department of Agriculture, who will discuss results obtained in his laboratory by the methods of analysis described. Dr. Roark is a member of this committee and has done the greater portion of the work thereon. I am sure we will all be interested in hearing his report.


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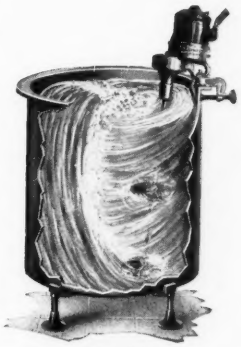

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Say you saw it in SOAP!

Sunderland Tar Distilling Works, formerly owned by Brotherton & Co., Ltd., Leeds, England, will shortly be taken over by Graesser-Monsanto Chemical Works, Ltd., English subsidiary of Monsanto Chemical Works, St. Louis. The plant, which is located in the county of Durham, England, has an annual capacity of 60,000 tons of tar and will supply important raw materials to the English subsidiary, which is a large producer of phenol in the British Isles.

Clorox Chemical Co., San Francisco, makers of liquid cleaning and washing compounds, bleach, germicides, deodorants and disinfectants recently announced the payment of a 2 per cent stock dividend. Its class "A" shares of no par value, of which there are 55,000 shares outstanding, are entitled to preferred cumulative dividends of $1.50 a share annually.

A decree of the National Council of Administration of Uruguay, dated November 1, 1929, provides that powder of pyrethrum flowers destined for industrial purposes, and having been denatured, shall be included in the duty-free section of the raw materials schedule of the import tariff, subject only to a surtax of 4 per cent of the valuation.

[Powder of pyrethrum flowers is not mentioned in the present import tariff, and therefore was probably dutiable as items not otherwise provided for, at the rate of 31 per cent plus a surtax of 14 per cent ad valorem.]

Exports of liquid household insecticides from United States during September, 1929, totaled 756,946 lbs., valued at $225,694, with Argentina taking the largest amount, 146,074 lbs., worth $33,592. Union of South Africa, Cuba and United Kingdom were other large purchasers. Powdered or paste insecticides to the amount of 118,262 lbs., worth $23,768, were exported during the same period, Spain leading the consumers with purchases aggregating 55,875 lbs., at a price of $5,525. Canada and Argentina were next in size of purchases. Exports of disinfectants, deodorants, antiseptics, germicides and similar preparations amounted to 113,137 lbs., worth $17,007. Mexico took 27,966 lbs., at a price of $2,516 and Canada took 17,924 lbs. for $3,760.

Glidden Co. earned $2,959,110 for the year ended Oct. 31, 1929, equal to $3.57 a share, on 681,750 shares of common stock, as compared to $4.34 a share for the previous year.


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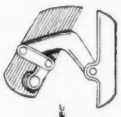
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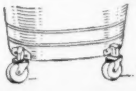
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to round out your line of floor cleaning equipment for janitors. Every janitor should have and wants one. The advantages of this outfit explained in the small sketches have proved to be the greatest time and labor savers and assure the user an easier and cleaner job.

It is the ideal mopping outfit made up of a 26-quart White Oval Mopping Bucket fitted with four high grade, easy running, rubber casters and a White Can't Splash Mop Wringer for use with 20 to 36 oz. mops.

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*Special Tymsaver Features*

**Toggle Joint No. 1** A slight pull on the handle of the wringer gives tremendous pressure to wring mops dry.

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**Oval Bucket No. 3** This shape gives more room for rinsing mop, carries easily — extra heavy construction.

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# IG-WAX O
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*Röhm & Haas Co., Inc.*

*Works*
Bristol, Pa., and
Bridesburg, Pa.

## Trade Marks Filed

(From Page 63)

benzine soaps. Filed by United Products Co., North Chicago, Ill., Aug. 23, 1929. Claims use since June, 1928.

**Upco**—This in solid letters describing benzine soaps. Filed by United Products Co., North Chicago, Ill., Aug. 23, 1929. Claims use since June, 1928.

**Filtrex**—This in solid letters describing benzine soaps. Filed by United Products Co., North Chicago, Ill., Aug. 23, 1929. Claims use since June, 1928.

**Dr. Blair's**—This in solid letters with tropical island scene, describing soap. Filed by Blair Laboratories, Lynchburg, Va., Oct. 19, 1929. Claims use since June, 1922.

**Rid-Um**—This in solid letters describing insecticides. Filed by Rid-Um Exterminating Co., Flint, Mich., Oct. 16, 1929. Claims use since Dec. 27, 1928.

**Topzol**—This in solid letters describing squill compound for rodent exterminating. Filed by Bonide Chemical Co., Utica, N. Y., Oct. 24, 1929. Claims use since Aug. 3, 1929.

**Di-Zo**—This in solid letters describing cleaning compound and disinfectant. Filed by Hilex Co., St. Paul, Minn., Oct. 31, 1929. Claims use since June 18, 1929.

**Pepsodent**—This in outline letters describing antiseptics. Filed by Pepsodent Co., Chicago, Nov. 9, 1929. Claims use since Oct. 23, 1929.

**C-C-C**—This in solid letters together with picture of Cleopatra, describing soaps. Filed by Cleopatra Chemists Corp., New York, Aug. 28, 1929. Claims use since Aug. 19, 1929.

**Glad Hand**—This in solid letters describing hand cleaning preparation. Filed by Skat Co., Hartford, Conn., Oct. 26, 1929. Claims use since Sept. 9, 1929.

**Truseptic**—This in solid letters describing dental cream. Filed by William A. Webster Co., Memphis, Tenn., Nov. 7, 1929. Claims use since June 13, 1929.

**Fly-Cease**—This in solid letters describing insecticide. Filed by M. & B. Products Co., Philadelphia, Nov. 14, 1929. Claims use since Oct. 18, 1929.

**Insene**—This in solid letters describing insecticide. Filed by Insene Manufacturing Co., Nov. 20, 1929. Claims use since Oct. 24, 1929.

## Trade Marks Granted

**264,663.** A disinfecting, deodorizing, and cleansing preparation. West Disinfecting

de Haën's imported

**Sodium Fluoride**

(95/97% Fluffy)

Extra fluffy, free running, and a uniform product. It is practically free from Sodium Silico Fluoride.

**Lilacine**

A pleasing odor for fly-spray. Inexpensive. Economical.

**White Arsenic**

"Silesia"

An imported product, free from objectionable metal - odor.

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### under Private Brand

The base dissolves easily in soft water alone into a water clear liquid with no disagreeable odor. The finished shampoo cannot be surpassed in quality by any now on the market. Shipped in barrels of 450 and 270 pounds, kegs of 100 lb. or in pails of 50 pounds. The powder is manufactured from the purest and best ingredients. Ready for you either in bulk or packaged under your own brand.

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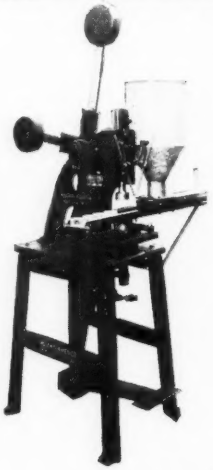

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*Let us make some sample cakes with your own material.*

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*of the same quality as our regular line for*

**LIQUID SOAPS, DEODORANTS, SPRAYS, etc.**

These odors are fragrant, stand up perfectly and will last. They are priced reasonably. *Samples and quotations on request.*

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*Los Angeles Office*—782 South San Pedro St., M. B. ABRAHAMS

Co., Long Island City, N. Y. Filed May 18, 1929. Serial No. 284,255. Published Sept. 10, 1929. Class 6.

**264,711.** A disinfecting, deodorizing, and cleansing preparation. West Disinfecting Co., Long Island City, N. Y. Filed May 18, 1929. Serial No. 284,256. Published Sept. 10, 1929. Class 6.

**264,712.** A disinfecting, deodorizing, and cleansing preparation. West Disinfecting Co., Long Island City, N. Y. Filed May 18, 1929. Serial No. 284,257. Published Sept. 10, 1929. Class 6.

**264,724.** Shampoo. Marcel Laboratories and Fraicheur Products, San Francisco. Filed Aug. 10, 1928. Serial No. 270,848. Published Dec. 4, 1928. Class 6.

**264,728.** Insecticides. Deedera Products, Tampa, Fla. Filed Nov. 15, 1928. Serial No. 275,350. Published Sept. 17, 1929. Class 6.

**264,826.** Insecticide. D. B. Smith & Co., Utica, N. Y. Filed July 31, 1929. Serial No. 287,946. Published Sept. 24, 1929. Class 6.

**264,855.** Washing powder. Stuart Industrial Service Inc., Chicago. Filed March 7, 1929. Serial No. 280,422. Published Apr. 30, 1929. Class 4.

**264,978.** Cleaning fluid, cleaning solvents. Standard Oil Company of California, Wilmington, Del. Filed Sept. 7, 1928. Serial No. 272,058. Published Apr. 16, 1929. Class 4.

**264,979.** Dental cream. William A. Webster Co., Memphis, Tenn. Filed Sept. 28, 1928. Serial No. 273,123. Published Sept. 24, 1929. Class 6.

**264,981.** Dental cream. William A. Webster Co., Memphis, Tenn. Filed Sept. 28, 1928. Serial No. 273,125. Published Sept. 24, 1929. Class 6.

**264,982.** Dental cream. William A. Webster Co., Memphis, Tenn. Filed Sept. 28, 1928. Serial No. 273,124. Published Sept. 24, 1929. Class 6.

**264,984.** Dental cream. William A Webster Co., Memphis, Tenn. Filed Sept. 28, 1928. Serial No. 273,126. Published Sept. 24, 1929. Class 6.

**264,990.** Shaving cream, dental cream. William A. Webster Co., Memphis, Tenn. Filed Oct. 23, 1928. Serial No. 274,180. Published Sept. 24, 1929. Class 6.

**265,078.** Dentrifrice. E. W. Vacher, R. Ph., New Orleans, La. Filed July 31, 1929. Serial No. 287,948. Published Sept. 24, 1929. Class 6.

**265,079.** Rat exterminator. H. L. Rick Drug Co. Galion, O. Filed July 31, 1929.


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Serial No. 287,938. Published Sept. 24, 1929. Class 6.

**265,131.** Automobile and furniture polish. D. S. Appell Products Co., Pleasanton, Wheeling, W. Va. Filed July 22, 1929. Serial No. 287,444. Published Oct. 1, 1929. Class 16.

**265,136.** Preparations for extermination of insects and rodents. Joseph Candido, Albany, N. Y. Filed Aug. 21, 1929. Serial No. 288,782. Published Oct. 1, 1929. Class 6.

**265,142.** Insecticides, deodorants, and disinfectants. Stanco Incorporated, Wilmington, Del. Filed Aug. 7, 1929. Serial No. 288,254. Published Oct. 1, 1929. Class 6

**265,143.** Insecticides, deodorants, and disinfectants. Stanco Incorporated, Wilmington, Del. Filed Aug. 7, 1929. Serial No. 288,253. Published Oct. 1, 1929. Class 6.

**265,144.** Insecticides, deodorants, and disinfectants. Stanco Incorporated, Wilmington, Del. Filed Aug. 7, 1929. Serial No. 288,252. Published Oct. 1, 1929. Class 6.

**265,184.** Insecticide. Hilex Co., St. Paul, Minn. Filed June 16, 1928. Serial No. 268,154. Published Oct. 8, 1929. Class 6.

**265,207.** Insecticide and disinfectant. S. B. Penick & Co., New York. Filed June 18, 1929. Serial No. 285,764. Published Oct. 1, 1929. Class 6.

**265,211.** Insecticide. James Good, Inc., Philadelphia. Filed June 28, 1929. Serial No. 286,326. Published Aug. 6, 1929. Class 6.

**265,344.** Insecticidal preparation. Miller Products Co., Portland, Ore. Filed June 13, 1929. Serial No. 285,526. Published Oct. 8, 1929. Class 6.

**265,367.** Tooth paste. Korectine Laboratories, Jackson and Drew, Miss. Filed July 30, 1929. Serial No. 287,866. Published Oct. 8, 1929. Class 6.

**265,369.** Insecticides. Stanco Incorporated, New York. Filed July 24, 1929. Serial No. 287,628. Published Oct. 8, 1929. Class 6.

**265,441.** Dentifrice. Dentex Laboratories, Cincinnati. Filed Nov. 12, 1928. Serial No. 275,143. Published Dec. 25, 1928. Class 6.

Ordinary soft tallow oil soap may be converted to a firm hard soap by the incorporation of two to fifteen percent of soda ash. Ger. Pat. No. 482,458.


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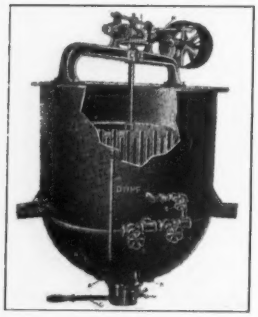

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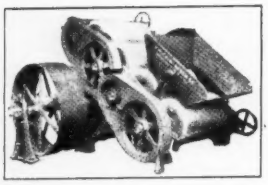
One straight lot of 40, all complete, in perfect condition. Dimensions—48" long x 14½" wide x 54½" deep.



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This 4 - roll granite toilet soap mill is in A - 1 shape. Latest and largest size rolls.

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**DRYERS**—Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.
Three Proctor & Schwartz Soap Chip Dryers, with five Chilling Rolls.
Devine Double Drum Vacuum Dryer.
Proctor & Schwartz Bar Soap Dryers.
Condon & Huber Soap Chip Dryers.
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**SOAP PRESSES**—Jones Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.
Dopp, Crosby & Empire Foot Presses.
Scouring Soap Presses.
**GRINDERS & MIXERS**—Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.
Schultz O'Neill Mills.
**SOAP CUTTING TABLES** — Houchin-Aiken Steel Automatic Table with self-spreader and extra headers.
Wooden Tables with and without self-spreader attachments.
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**TOILET SOAP MILLS**—2, 3, 4, 5 and 6-roll Granite Soap Mills.
Houchin-Aiken 4 and 5 roll Steel Mills.
Buhler 3, 4, 5, roll Steel Mills.
**PLODDERS** — Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" and 10" Plodders.
**SOAP POWDER MACHINERY**—Blanchard No. 10-A and No. 14 Soap Powder Mills.
Broughton Soap Powder Mixers.
Wms. Patent Crusher & Pulverizer.
Sedberry Crusher, Grinder & Pulverizer.
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**FILTER PRESSES**—Sperry, Perrin & Shriver Cast Iron Filter Presses 12", 18", 24", 30" and 36".
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**VARIOUS OTHER ITEMS**—Wm. Garrigue Glycerine Evaporators.
Steel Soap Frames, 600 lb., 1000 lb., 1200 lb., 1500 lb., and 1800 lb. cap.
Automatic Soap Wrapping Machines.
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Soap Chippers, Scales, Motors, Amalgamators.
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All used machinery is sold as absolutely guaranteed in first class working condition. Everything listed here is ready for immediate shipment.

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*Our Forty Years of Soap Experience can help solve your Soap Problems.*

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FEBRUARY
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SOAP

Volume Five
Number Six

## The Editor's Page

### A Test of Strength

IN the first test of strength on the Jones and Thomas Amendments to the Hawley-Smoot Tariff Bill, proposing sharply increased rates on fish oils and vegetable oils, the opponents of a higher tariff on oils and fats won a signal victory. The fish oil rates were voted down by a viva voce vote, and the vegetable oil rates by a vote of forty-nine to twenty-six. This augurs well for future as far as industrial consumers of imported oils and fats are concerned. The higher duties were rejected by what appears to be a sufficiently safe margin, although the final adoption of the tariff bill will permit plenty of opportunity for a reversal. The farm and fish oil interests will undoubtedly make every effort to secure this reversal, if possible, but it does not seem likely at this time that they will succeed in view of the vote on the Jones and Thomas Amendments.

The manner in which the soap and allied consumers have concentrated their efforts in Washington to prevent the adoption of these obviously unjust rates, has brought success thus far. The facts laid before their Senators and Representatives by the soap industry and soap consumers have apparently made a very definite impression. There is still the question of Paragraph 701 referring to tallow to be voted upon. On the balance of the technical oil and fat schedules, however, a very definite opinion against the higher duties seems to be evinced in the recent vote.

If your Senators have voted against the two amendments and have thus cast a vote to protect your business, it has been suggested that it is not amiss to let them know that you appreciate this, in short, write them a letter of thanks.

### The Census—Do Your Part!

THROUGH the Bureau of the Census of the Department of Commerce, the United States Government is about to conduct the largest and most comprehensive compilation of industrial statistics ever undertaken anywhere. Over 125,000 people will be employed in canvassing homes, farms, factories, stores, and other establishments to secure data on population, occupations, agriculture, mines, manufactures, and also on what has become one of the most important of all economic factors in recent years, distribution.

The compilation of this great mass of statistics by the Government is going to be of inestimable value to American industry when it is completed. The data as a whole will be available to the country, but, as always, the reports of individual manufacturers or distributors will be treated in strictest confidence by the Bureau of the Census. Nobody but employes of the Census Bureau, sworn to secrecy, will be given access to the information gathered from individual firms.

Every manufacturer and distributor is urged to fill out promptly and accurately the questionnaire which he receives from the Bureau, and to return it at once. If you have not received a questionnaire, send to the Bureau for one, describing your type of business. Although the law states that the return of these questionnaires is compulsory, do not let this be the motivating force. Fill yours in as soon as you secure it and send it back promptly as part of your contribution in helping the Bureau of the Census in this important work.

### Whale Oil—What Future?

ONLY recently an individual who has studied the whaling industry for many years, pointed out to us that slowly but surely this industry by the very character of its operations is eliminating itself as a future source of glycerides. Too many ships are engaged in the whaling business and the whales are being killed off at a considerably faster rate than they can reproduce. For the soap industry, a material reduction in whale oil output would mean a serious disturbance in the balance of fat supplies. Whether a soap maker uses whale oil or not, he is faced with the effect on other oils of a curtailment of whale production. The elimination of some several hundred thousand tons of any fat from among the various sources of

Insecticide and Disinfectant Section Begins on Page 87